

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

FEBRUARY 1, 1957



Abies Cilicica

SEEDS TREE—SHRUB—PERENNIAL
FLOWER—GRASS—VEGETABLE

HERBST BROTHERS

SEEDSMEN, INC.

678 Broadway, New York 12, N. Y.

Correspondence with seed collectors and growers invited. Free catalog "Seeds for Nurserymen."

Superior QUALITY...

since 1875

PACKAGED for — Counter Selling

BARE ROOT for — Forcing in Pots

— Landscape Planting

— Mail-Order Selling

America's finest hardy nursery stock! Grown where soil and climatic conditions are ideal to produce strong roots and well-furnished tops. Liberally graded according to A. A. N. horticultural standards by our own experts at Shenandoah. Carefully stored in our modern air-conditioned warehouses. Expertly packed for shipment to insure safe arrival in prime condition. Superior quality and service since 1875!

All Mount Arbor roses are western grown under irrigation on new land; fertilized and dusted frequently to insure maximum vitality, and naturally ripened by frosts to insure storage in prime condition. America's finest!

Ornamentals and fruits are northern grown in Iowa or Washington. Slowly grown in these rigorous climates with long dormant periods, to insure better roots, greater stamina and much better results in transplanting. Superior quality at competitive prices!

Our Spring Wholesale List with grade counts is now being mailed.

Mount Arbor has been packaging nursery stock for counter selling since 1928. These 29 years of successful experience are your guarantee of more efficient packages, in more attractive designs with maximum sales appeal. Quick turnover with no shrinkage insures better satisfied customers and more net profit! Write for information and low prices, today!



One of America's Foremost Nurseries Since 1875

Mount Arbor Nurseries
• SHENANDOAH IOWA •

The Seal of Superior Quality and Service

AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

VOL. CV, NO. 3

FEBRUARY 1, 1957

Founded 1904

With which was merged 1939

THE NATIONAL NURSERYMAN

Established 1893



Published on the
first and fifteenth
of each month by the
AMERICAN NURSERYMAN
PUBLISHING COMPANY
343 South Dearborn Street,
Chicago 4, Illinois.
Telephone: WAbash 2-9011



Subscription Price:
\$5.00 per year; outside
United States, \$6.00;
Single Copies, 25c.



Advertising Rates
On Application.
For Closing Dates
See Next Page.



Entered as second-class matter
December 14, 1933, at Chicago,
Ill., under act of March 3, 1879.

CONTENTS

Eastern Convention Held at New York City	7
Country Fair Forum Staged in East	8
Eastern Landscape Nurserymen Discuss Future of Industry	8
Cold and Snow Greet Illinois Gathering	9
By Joan Kilner Mills	
Landscape Group Discusses Expansion	10
Mail-Order Nurserymen Plan Added Promotion at Chicago	10
Varied Talks at Western Convention	11
By Ralph B. Ricklefs, Jr.	
Optimism Voiced at Oklahoma Meeting	13
By Betty H. Prim	
Collapsible Greenhouse Tables	14
By E. D. Krouch	
Weed Control Topic at North Carolina Course	16
By Edward R. Mattson	
Top Attendance at Maryland Meeting	17
By Harry William Dengler	
Late Trends Noted at Iowa Landscape Meeting	18
By Thomas A. Barton	
Plant Notes Here and There	64
By C. W. Wood	



Editorial	6	Illinois A. A. N. Chapter	59
—Common Names	6	Obituary	60
—The New Leaf	6	—A. M. Doerner	60
—Meeting Reports	6	—J. Edward Wilson	60
—Wholesalers' Credit	6	Rose Growth Speeded	61
Illinois President	9	California Association of Nurserymen	74
Kansas Nurserymen Meet	12	—Peninsula Chapter	74
Gibberellic Acid	15	—Kern County Chapter	74
Bud-Wrapping Clamp	18	—San Joaquin Chapter	75
Coming Events	20	—Central Chapter	75
—New England Program	20	Saratoga Director	76
—Southern Trade Meet	23	Times to Remember	76
—West Virginia Meeting	23	Pinto Tags Awarded	76
—Pennsylvania Agenda	24	Germain's Executives	77
—Arborists' Convention	26	Oregon Group Elects	77
—Lake County Topics	28	Oregon Notes	78
—Pennsylvania Schedule	28	Modern Nursery Design	79
—Ohio Garden Show	30	"Plant America" Awards	91
Cancel Hartford Show	30	Bailey Museum Plans	103
Prices and Profits	32	Christmas Tree Growers of Indiana Hold Meeting	110
—Shopping Fallacies	32	Herbicide Renamed	120
Cover Illustration	48	Virus-Free Strawberry	121
—Abies Cilicica	48		
This Business of Ours	52		
—Permanent Plantings	52		

INDEX TO ADVERTISERS

Adair Co., Charles	97	Half Moon Mfg. & Trading Co.	105	Owen & Son, T. G.	70
Alanwood Nursery	40	Halpern Bros.	110	Ozark Nursery Co.	73
Allen Co.	107	Hartigan, Paul	121	Pacific Coast Nursery	75
American Bulb Co.	28	Hawkesmith & Sons Nursery	42	Pacific Northwest Rose Nursery	76
American-Dutch Trading Co., Inc.	120	Heller Greenhouse Laboratories	114	Pallack Bros. Nurseries, Inc.	34
American Florist Supply Co.	117	Herbst Bros. Seedsmen, Inc.	1	Panogen, Inc.	37
American Landscape School	102	Hess' Nurseries	38	Pearce Seed Co.	71
American Sisakraft Corp.	123	Hidden Valley Nursery	42	Pedigreed Seed Co.	49
Ammon, A. G.	71	Hill Nursery Co., D.	124	Peekskill Nursery	49
Angelica Nurseries	50	Hillmeyer Nurseries	66	Perry Nursery Co., O. H.	70
Anthony Lake Nursery, Inc.	65	Hobbs & Sons, Inc., C. M.	54	Phytotektor	21
Ariens Co.	117	Hollandia Gardens	60	Piggott Nursery Co.	87
Arminfrut's Evergreen Nursery	58	Homestead Nurseries	79	Pikes Peak Nurseries	48
Arp Nursery Co.	72	House & Sons Nurseries, L. C.	40	Pine Crest Nursery	64
Athens Nursery Co.	69	Houtzdale Tree Nursery	68	Plumfield Nurseries, Inc.	22
Atkin's Sons, L.	112	Howard & Smith, Inc.	78	Portland Wholesale Nursery Co.	76
Ayer-Line Industries, Inc.	108	Howard Rotavator Co., Inc.	115	Possum Hollow Nurseries	46
Bagatelle Nursery	38	Howards of Hemet	5	Pratt Co., B. G.	97
Bailey Nurseries, J. V.	57	Hummel's Exotic Gardens	78	Premier Peat Moss Corp.	91
Ball, Inc., Geo. J.	99	Humphreys Landscape Service	70	Premier Southern Ticket Co.	102
Bartlett Mfg. Co.	93	Hydroponic Chemical Co., Inc.	96	Princeton Nurseries	46
Beardslee Nursery	44 52 57 59	Ilgenfritz Nurseries Co.	55	Pursley Zoyzia Grass Co.	121
Benedict Nursery	76	Imperial Tag & Printing Co.	104	Quackenbush Industries, Inc.	102
Benson-Maclean	97	International Harvester Co.	19	Rambo's Wholesale Nurseries, L. J.	72
Bentley's Hardy Plants	60	Iron Mountain Evergreen Co.	64	Pa-Pid-Gro Corp.	25
Berryhill Nursery Co.	56	Jackson & Perkins Co.	49	Ravensberg, Maurice C.	79
Bird & Son, Inc.	29	Jewell Nurseries	53	Reliance Fertilizer Co.	94
Blackwell Nurseries	73	Johnson Weeder	116	Reynolds, Harry H.	105
Bobbink Nurseries, Inc.	46	Johnston, William A.	112	Rich & Sons Nurseries	70
Bosley Nursery	57-60 64-65	Judson Wholesale Nurseries	72	Rickert Nurseries	72
Boulevard Nursery	66	Kallay Bros. Nursery	52	Riverdale Nurseries	44
Bovd Nursery Co., Inc.	73	Karl's Sunset Gardens	115	Robinson Sales Agency, E. D.	36
Braden, K. J.	26	Keelling Nursery, Forrest	52	Rolcor Industries	114
Brookdale-Kingsway, Ltd.	65	Kelly Bros. Nurseries, Inc.	36	Rootspred	112-117
Brookfield Gardens	42	Kingwood Nurseries	60	Rough Bros.	96
Brookville Nurseries	49	Klyn, Inc., Gerard K.	54	Rummel Nurseries	49
Brouwer's Nurseries	50	Koster Nursery	50	Saffer, Al	111
Brown Deer Nurseries	58	Krider Nurseries, Inc.	53	Salem Tool Co.	116
Brownell Roses	40	Krieger's Wholesale Nursery	65	Scarf's Nursery	51
Bryan's Nurseries	52	LaBarr's Wholesale Nursery	50	Schroth's Nursery	41
Bulk's Nurseries	44	Laird's Nurseries	70	Schumacher, F. W.	66
Buntings' Nurseries	40	Lake City Nurseries, Inc.	54	Semmes Nursery	70
Burr & Co., Inc., C. R.	40	Lake County Nurserymen's Assn.	58	Sepers Nursery	44
Canon Nursery	69	Lake Sammamish Evergreen Nursery	77	Shenandoah Nurseries	122
Carbide & Carbon Chemicals Co.	47	Lansing Specialties Mfg. Co.	100	Shepard Nurseries	49
Carpenier & Co., George B.	117	Larvacide Products, Inc.	94	Sherman Nursery Co.	59
Cartwright Nurseries	20	Lawmaker Co.	112	Sherwood Nursery Co.	33
Chase Co., Benjamin	110	Leeland Farms	72	Shore & Co., J.	106
Chase Nursery Co.	68	Leonard & Son, A. M.	117	Skinner Irrigation Co.	120
Chicago Stock Yards Compost Co.	118	Lerio Corp.	118	Smith Corp., W. T.	65
Claffin's Nursery	57	Lindig Mfg. Co.	118	Smith-Douglass Co., Inc.	96
Clarke, W. B.	77	Lindley Nurseries	68	Sneed Nursery Co.	71
Classified Ads	80 to 90	Lovett's Nursery, Inc.	50	Soil & Plant Research, Inc., Laboratories of	101
Cloverest Farm	45	Lustgarten, Baier	46	Split Rock Nurseries	50
Cole Nursery Co.	55-57 59 64-65	Lynch & Sons, Kenneth	101	Sprayers & Nozzles Sales	96
Commercial Nursery Co.	71	Maloney Bros. Nursery Co., Inc.	65	Springbrook Gardens	57
Concord Woodworking Co.	120	Martin Co., Inc., Joseph F.	61	Stassen Floral Gardens	48
Corliss Bros., Inc.	44	Matthews Nursery	59	Stedman Nurseries	50
Cottage Gardens	60	Maywood Rose Nursery	78	Steele's Pansy Gardens	78
Cumberland Plateau Nursery	70	McCurdy Bros. Nurseries	57	Sterling Bag & Burlap Co.	118
Cunningham Gardens, Inc.	58	McGill & Son, A.	78	Stribling's Nurseries	79
Curtis Nurseries	48	McKinich Greenhouses	58	Subury Laboratory	119
Danegger's Hi-Way Nursery, Inc.	42	McKenzie Mfg. Co., F. A.	77	Summit Nurseries	52
Daniels, Ross, Inc.	114	Meadows Bros.	95	Suncrest Evergreen Nursery	46
Darling Co., J. L.	120	Meehan & Sons, Thomas	106	Supreme Electric Products Co.	112
Dayton Fruit Tree Label Co.	104	Menne-Pot, Inc.	113	Swift & Co.	35
Dayton Veneer & Lumber Mills	91	Mentor Rose Growers, Inc.	60	Tankard Nurseries	72
Deerfield Nurseries	48	Midvale Chemical Co.	100	Tapscoff's	76
Del-Mar-Va Nurseries	44	Miller-Robinson Co.	110	Taubman & Co., Samuel	72
Denton Nursery	61	Milton Nursery Co.	78	Tennessee Valley Nursery	112
Descanso Distributors, Inc.	78	Mist-O-Gation, Inc.	120	Tingle Printing Co.	115
Diamond State Nurseries	50	Mitsch Nursery	78	Torney's	106
Dible Nursery, Sam	42	Monrovia Nursery Co.	62-63 74	Townson Nurseries, Inc.	40
Doerfler & Sons, F. A.	75	Montebello Rose Co.	77	Turfgrass Farm	71
Doty & Doerner, Inc.	75	Moran, E. C.	73	Uilman Co.	115
Du Pont de Nemours & Co., E. I.	Opp. p. 30	Morning Star Nursery	72	Union Products, Inc.	100-109
Eagle Creek Nursery Co.	60	Morse Co., A. B.	108	Vanderbrook Nurseries	33
Eccles Nurseries	46	Mount Arbor Nurseries	2	Van Veen Nursery	79
Eden Nurseries	42	Mount Hood Nursery	78	Vaughan's Seed Co.	38
Edwards Laboratory	110	Mulco Products, Inc.	104	Verhalen Nursery Co.	30-106
Egyptian Nursery & Landscape Co.	58	Murglas Corp.	46	Verkaide's Nurseries	38
Elmer Roses	78	Musser Forests, Inc.	24	Verona Gardens	65
Evergreen Nursery Co.	61	National Band & Tag Co.	116	Vuyk Van Nes Nurseries	44
Excelsior	115	National Bundle Tver Co.	116	W-W Grinder Corp.	104
Fafard, Inc., Conrad	112	National Landscape Institute	119	Wade & Gaffon Nurseries	59
Fairview Evergreen Nursery	50	Native American Holly Farms	48	Want Ads	92 93
Fern Hawaii Co.	97	Natop Co., W. A.	55-61	Waynesboro Nurseries	68
Floc-Flo Engineering Design	104	Naugher Nursery	31	Wayside Gardens	65
Floral Gardens Nursery	56	Nesbit Industries, Inc.	108	Weeks Wholesale Rose Grower	75
Florists' Mutual Insurance Co.	102	New Amsterdam Import Co.	113	Western Maine Forest Nursery Co.	78
Flowerwood Nursery	70	New Jersey Farm Supply Coop. Assn.	101	Whalley, J. B.	46
Forest Nursery Co., Inc.	66	Newport Nursery Co.	54	Whitmer Nursery	72
Forestview Evergreen Nursery	98	New York Bag & Burlap Co.	97	Wiley & Sons, Inc., John	100
Foster Nursery Co., Inc.	48	Nu Bark Distributors	119	Williams, Isaac Langley	32
Fraser Nursery, Samuel	46	Nursery Sales, Inc.	50	Willis Nursery Co.	27
Garden Shop, Inc.	107	Onarga Nursery Co.	56	Willowbend Nursery	56
Garden Supply Sales Corp.	109	Oregon Bulb Farms	77	Wire Basket Co.	105
Gardner's Nurseries	32			Wirth, Hermann A.	110
Geiger Co., E. C.	119			Wood Products Co.	103
Gilson Gardens	55			Wright, C. D.	65
Girard Bros. Nursery	60			Yoho & Hooker Greenhouse Co.	99
Gro-Quick Co.	116			York Modern Corp.	39
Growers Exchange, Inc.	72				
Growers Sign Service	111				
Gulf Stream Nursery, Inc.	70				
Gutbrod Co., A. H.	102				

Forms for the February 15 issue will close Friday, January 25.

Forms for the March 1 issue will close Friday, February 8.

Mail copy to arrive at Chicago by these dates—no later!

WIRE!

Phone!

Scream

LIKE AN EAGLE!

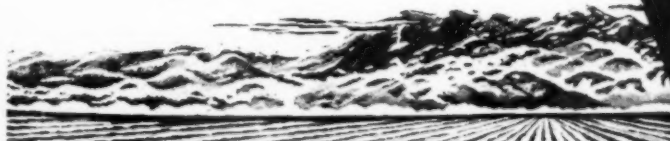
**but don't get "caught short"
this bareroot season!**

Hurry! Still good selection. **Hurry!** No. 1 and 1½ grades.
Hurry! All regular patented and non-patented varieties. **Hurry!**
Accumulated car lot shipments of bareroot roses made
during February and early March. Prepaid freight and
refrigerated storage provided for a reasonable period of
time. 10 warehouses throughout the U. S.

"Seasoned Rosebushes" for the wholesale trade exclusively.

PHONE HEMET 8801

HOWARDS of HEMET
"Seasoned Rosebushes"
HEMET • CALIFORNIA



AMERICAN NURSERYMAN

F. R. KILNER
Editor and Publisher

FRED H. KILNER
Managing Editor

C. A. BRADY, Jr.
Advertising Manager

Editorial

COMMON NAMES

References to plants in the pages of the American Nurseryman are usually made by the botanical, or Latin name. This is to be sure that readers everywhere will be certain what plant is designated. Standard authorities are followed as to form and spelling such as "Standardized Plant Names," "Hortus II" and Rehder's Manual, in the order named. Sometimes, when the botanists have dug up a prior name to that by which a plant is known to most nurserymen, both names may be given to make certain of understanding.

Occasionally a plant is indicated by a common name alone, when there can be no mistake what is meant, but this is not often. Sometimes a Latin name is accompanied by a common name, for readers' information; this is more usual.

There is important reason for this policy in regard to plant names in a magazine that circulates so widely as this one does. Such a policy should govern also in the case of catalogs that are distributed throughout the country, or even a large part of it. If common names are primarily employed, they should be accompanied by the botanical names.

Most plants have more than one common name, in different parts of the country or even in one area. Some plants have a dozen or a score of common names. No wonder buyers are misled.

The compilers of "Standardized Plant Names," although commissioned to publish the standard botanical names, sought to determine also a specific or standard common name for some of the plants, but they had no international rules to guide them, as in the case of botanical names. So their choices of common names were often arbitrary, sometimes manufactured and seldom recognized in consequence.

Where the local customer is buying a plant he sees, the use of a common name is quite in order, espe-

cially to avoid Latin tongue-twisters, but the commercial nurseryman should know and otherwise use the botanical name, for safety's sake.

THE NEW LEAF

The beginning of the year presents a new leaf for putting into practice those good resolutions that are represented as symbolic of the occasion, sometimes seriously, more often humorously.

The period may also be the occasion for a review of one's business practices as well as one's personal relations.

Recent adoption of fair trade practice rules for the nursery industry through the cooperative efforts of the American Association of Nurserymen and the federal trade commission makes it possible for every nurseryman to know what are considered flagrant malpractices. He can also determine if any of his business methods fall close to what are described as unfair trade practices or perhaps violate the spirit, if not the technical provisions, of the rules.

This is especially important, from a selfish standpoint, now that the rising cost of securing new customers makes it urgent to hold old ones. And that is chiefly done by quality merchandise, satisfying service and fair dealings in every respect.

Especially in smaller enterprises, decisions are often made on the spur of the moment, and their subsequent effects on one's methods and practices are not considered. Hence the suggested review at this time may eliminate the effect of unwise decisions and hurried methods. The businessman who does not study ways of improvement will, in the course of time, drift along the path of deterioration.

MEETING REPORTS

In this and succeeding issues of the American Nurseryman, the reports of the winter trade association meetings fill the pages of the magazine. Special articles on propagation, plants, merchandising, research, culture and the like are crowded out of the pages of these issues. Yet all of these topics, and many more, are covered in these current issues, for summaries of talks and papers presented by nurserymen and research workers appear on these very subjects.

It is worth while, therefore, for

you to read not only the reports of the meetings in your own section, but also those from other areas for ideas and pointers which will prove valuable in operating your business. Careful scrutiny of each page of your trade magazine will provide much valuable information.

WHOLESALE'S CREDIT

While the time is far gone when semiannual settlement dates were recognized in the nursery field, there are still some retailers who have little regard for the 30-day or 60-day dates, or other terms on wholesalers' invoices. If they have plenty of money in the bank and the season is going well, they will respond to the importunities of collection efforts, but if the stock is not moving well they seem to regard it as still in some measure the property of the wholesaler and payment therefore not their immediate and undivided liability.

Such retailers are not only impairing their credit standing, but also their business future. When most items of stock were in surplus and orders not so numerous buyers might stretch their privileges, but now when sales are good and some items of stock sought for, purchasers cannot expect to abuse their privileges without feeling the consequences.

Now is a most propitious time for every retailer to bring his affairs into order and develop regular habits with regard to paying accounts in accordance with terms specified.

In a much less favorable decade, some years ago, wholesale florists found themselves carrying accounts for retail florists who had, through careless habits, accumulated debts to various competing wholesalers far beyond their net worth or early ability to repay. The result was the formation of credit bureaus by wholesalers in various parts of the country, interchanging credit data on retailers. The delinquents were put on a C. O. D. basis until their accounts were paid up, and stiff credit terms prevailed thereafter, and still are in effect today.

There is no need for such drastic steps in the nursery field, because of present prosperity. But the pay-when-sold retailer should change his habits when it is easy, and wholesalers should insist on all customers' observing credit terms, so that a less opportune day of reckoning may not occur.

Eastern Convention Held at New York City



Willard M. Bond, at left, newly elected chairman of the eastern nurserymen's convention, accepts gavel from Albert Flemer, retiring chairman.

Close to 350 persons registered for the 1957 eastern nurserymen's convention held January 7 to 9 in the Hotel Roosevelt, New York, N. Y., thus approximating the record attendance of last year's convention. Well attended were the country fair forum, including five round-table discussions, and the landscape panel on "Where Is the Nursery Business Heading?" The information brought out in these discussions is reported elsewhere in this issue.

Also stimulating much interest was the plant forum on ground-cover plants, the presentation on training salesmen and reports of activities of the American Association of Nurserymen. Industrial and institutional landscaping awards were presented, with Lewis & Valentine Nurseries, Inc., Greenvale, L. I., N. Y., being

honored for its planting of the Long Island Lighting Co. at Hicksville, L. I., N. Y. At a brief business meeting of A. A. N. region I on Wednesday morning a motion was passed to request the regional director to vote to hold the number of delegates to the A. A. N. national convention as near as possible to the maximum number of 90.

Election

Moving up from vice-chairman of the eastern nurserymen's convention to chairman was Willard M. Bond. Wyman's Garden Centers, Framingham, Mass. Newly elected as vice-chairman was Howard Taylor, Rosedale Nurseries, Inc., Hawthorne, N. Y., while Marie Enberg, also associated with Rosedale Nurseries, Inc., continues as secretary-treasurer.

While Mr. Bond attended the opening session of the convention, he was absent the last day, because of the death of his father.

The convention was called to order Monday afternoon, January 7, by Albert Flemer, F & F Nurseries, Holmdel, N. J., chairman of the eastern nurserymen's convention. In turn, he presented Louis Weinstock, Poundridge Nurseries, Poundridge, N. Y., president of the New York State Nurserymen's Association, who reviewed the association's activities during the past year. In recognition of his past services as director, bureau of plant industry in New York, Harold B. Little was called upon to say a few words. Mr. Little retired from his state job last October.

In his brief talk to the nurserymen, Edwin Kirk, the new director of the bureau of plant industry in New York, said the nursery industry is facing many problems in production, marketing and financing. He thought that 1957 would repeat conditions of the past year. With over 1,500 nurserymen grossing over \$51,000,000 in sales during 1955 in New York state, he thought the nursery industry should rank second agriculturally in the state. Currently the geographical location of fieldmen in the bureau is being studied in order to give better service, he said, and regulations will be modernized whenever possible. There is a great diversification of agricultural industry in the state, he pointed out, and also a diversification in plant pests. Gypsy moth is steadily increasing in the state, he pointed out. Also, he said, the activities of native plant collectors is on the increase.



Richard M. Wyman, Jr., left, presenting the "Plant America" award to Hewlett W. Lewis, president, Lewis & Valentine Nurseries, Inc.

In order to present a more complete picture of the nursery industry, (Continued on page 36)

Country Fair Forum Staged in East

The Tuesday afternoon country fair forum in the Grand ballroom of the Hotel Roosevelt attracted a crowd of 225 nurserymen and was one of the high lights of the eastern nurserymen's convention at New York city. Frank S. LaBar, LaBars' Rhododendron Nursery, Stroudsburg, Pa., served as moderator and introduced the five discussion group leaders, who held simultaneous round-table discussions in the corners and center of the ballroom. Philip White, White Nurseries, Ithaca, N. Y., had the topic, "Do Your Prices Yield a Profit?" "The Use of Herbicides in the Nursery" was the subject covered by A. M. S. Pridham, Cornell University, Ithaca, N. Y. Leslie MacRobbie, Oak Park Nurseries, East Patchogue, N. Y., discussed "How to Collect Retail Accounts." Howard C. Taylor, Rosedale Nurseries, Inc., Hawthorne, N. Y., covered "Effective Advertising Methods and Budget." Peter Costich, Hicks Nurseries, Westbury, N. Y., led a discussion of miscellaneous topics.

Pricing for Profit

Mr. White opened the discussion of prices with three relevant statements: "Pricing alone can make or break a business." "Pricing is one of the most important things in industry today." "Prices which many business firms establish today may be 6 to 7 per cent out of line one year from now."

The problems involved in establishing a fair and profitable markup for nursery items was the first topic discussed by the group. The usual 2-to-1 markup which has prevailed

in the past is outmoded today, the group admitted, because of the rising costs of operation, added to which is the fact that the average nurseryman conducts a business whose volume is concentrated into a six months' period. It was brought out that the nurseryman when figuring his markup should include his experience and stock shrinkage. The consensus was that a markup of $2\frac{1}{2}$ to 1 could be used with satisfaction. One member of the group said his accountant suggested a markup of $3\frac{1}{2}$ to 1 when retailing plants.

Cash-and-carry was a category which had as many variations as to operation as there were members in

attendance. Many nurserymen present admitted that they were trying to get their charge customers out of their hair. Moderator White outlined a plan he recently put into operation at his establishment, which necessitated pruning his original charge list of 1,500 names to 200. The 200 selected received letters which notified them that their charge accounts were being continued, but a large sign was posted in the shop "Business on Cash Basis." File cards of the 200 credit accounts are kept at the cash register for reference by check-out clerks.

The majority of those present, however, reported that charge ac-

[Continued on page 94]

Eastern Landscape Nurserymen Discuss Future of Industry

The National Landscape Nurserymen's Association conducted most of the Wednesday morning and afternoon program of the eastern nurserymen's convention. A panel discussion on "Where Is the Nursery Business Heading?", a talk on the problems of the landscape contractor and the landscape architect on large-scale projects and an explanation of a new laborsaving method for taking inventory of stock were the featured events.

With Allan Dalsimer, Dalsimer, Inc., Cedarhurst, N. Y., president of the N. L. N. A., acting as moderator, a panel composed of Hewlett Lewis, Lewis & Valentine Nurseries, Inc., Greenvale, L. I., N. Y.; B. B. Stang-

ler, Land O'Trees, Williamsville, N. Y.; John M. Eisler, Eisler Nurseries, Butler, Pa., and Dr. Joseph B. Howland, O. M. Scott & Sons Co., Marysville, O., discussed the subject of where the nursery business is heading.

Mr. Lewis believed that landscape nurserymen should have a garden center that is part of the business, for it will bring people to the nursery who want landscape jobs performed. The landscape nurseryman will have to enter more related fields, such as masonry, carpentry and grading, in the future. He will have to keep up with the latest equipment.

The nurseryman has service to give

[Continued on page 49]



Discussion leaders and moderator of the country fair forum at the eastern nurserymen's convention, New York, N. Y., held January 7 to 9. Left to right, Peter Costich; Howard Taylor, newly elected vice-chairman of the convention; Philip White; Frank S. LaBar; Leslie MacRobbie, and Dr. A. M. S. Pridham.

Sub-
snow
nursery
from al
ada, to
conven
Nursery
14 to 1
noon J
tions h
This
a new
-activ
register
those
were P
and lun
W. Br
Princet
associa
of-state
the ros
vention
into eff
to bill
ever,
Aubin.
Bro., I

At a
officers
lows:
Spring
P. Eic
senvill
Aubin.
Harve
W. Br
of the
an ad
The r
special
John
Plaine
Lohse
elected
serve
nestve
sociate
a direc
Reyno
P. Eic
& Son
Elmer
for 19

The
ciation
mornin
Tues
utes c
by M
report
de St
gave

Cold and Snow Greet Illinois Gathering

By Joan Kilner Mills

Sub-zero weather and plenty of snow greeted the several hundred nurserymen who came to Chicago from all over the country and Canada, too, to attend the 41st annual convention of the Illinois State Nurserymen's Association, January 14 to 16, at the Hotel La Salle. By noon January 15, official registrations had passed 400 persons.

This year the association initiated a new setup whereby only members—active, associate and allied—might register for the convention and only those wearing membership badges were permitted to attend meetings and luncheons. The secretary, Miles W. Bryant, Bryant Nurseries, Princeton, reported that 32 more associate members, these being out-of-state nursery firms, were added to the roster the first day of the convention. An increase in dues went into effect in December and returns to billings have been better than ever, Treasurer Victor A. de St. Aubin, Eugene E. de St. Aubin & Bro., Inc., Addison, said.

At a business session January 15, officers for 1957 were elected as follows: President, Elmer Spencer, Springfield; vice-president, Edward P. Eickhof, Eickhof Nursery, Bensenville; treasurer, Victor E. de St. Aubin, Sr., Addison, and secretary, Harvey Kemmerer, Urbana. Miles W. Bryant, for many years secretary of the association, will continue as an advisory secretary for a while. The new secretary is a landscape specialist at the University of Illinois.

John Tures, Tures Bros., Des Plaines, and Henry Lohse, Henry Lohse Nursery, Dixon, were re-elected to the board of directors to serve through 1958-59. Ralph Synnestvedt, Ralph Synnestvedt & Associates, Glenview, was newly elected a director for 1957-58. William McReynolds, Mount Prospect; Edward P. Eickhof; John Fiore, John Fiore & Son Nurseries, Prairie View, and Elmer Spencer continue on the board for 1957.

Business Session

The business meeting of the association was conducted Tuesday morning, January 15, by President Tures. After the reading of the minutes of last year's business session by Miles Bryant, secretary, and the report of the treasurer, by Victor A. de St. Aubin, committee chairmen gave reports.

For the "Plant Illinois" program, Roy Clavey, F. D. Clavey Ravinia Nurseries, Inc., Deerfield, told of the excellent cooperation of the department of horticulture, University of Illinois, in disseminating information through radio broadcasts, by publication of literature on landscaping schools and other buildings and especially through the extension service to smaller communities and rural areas.

The state department of agriculture printed 25,000 "Plant Illinois" booklets free of charge. The association had a "Plant Illinois" exhibit at the state fair. Publicity was sent to over 700 newspapers in the state. The Illinois State Nurserymen's Association spent \$6,370.75 on the

"Plant Illinois" program, \$1,000 of which was donated by the Ornamental Plant Growers' Association of Northern Illinois. As cochairman of the "Plant Illinois" committee, Victor A. de St. Aubin told of the large contribution by the Illinois association for the fragrant garden for the blind, at Chicago, in cooperation with the Chicago Horticultural Society. Formal opening is scheduled for the last week in May.

Henry Lohse reported that all available space for exhibits at the convention had been sold, there being 28 exhibits by nurseries, manufacturers and suppliers, and that more booths could have been sold had the hotel been able to provide the rooms. Roger Leesley, Leesley's Nurseries, Inc., Libertyville, reported an increase in both number of advertisers and pages in the year-book.

The legislative committee is working on a bill to amend the present state insect pest and plant disease law, said Edward P. Eickhof.

Jap Beetle Control

A question from the floor resulted in a lengthy discussion of the Japanese beetle control program in Illinois. H. F. Seifert, Illinois horticultural inspection supervisor, came to the rostrum to describe the situation. Four areas in the state have major infestations and are being treated. About 8,000 acres in the Chicago area have been treated and are well under control. The beetle has nearly been eliminated from a 375-acre infestation in the Decatur area.

Two large and serious infestations remain—in the East St. Louis area, with 2,000 acres, and in the Sheldon area, with 7,000 acres; in an additional 25,000 surrounding acres the beetle is present but not yet serious. The state has been treating the infested areas with DDT, two pounds to the acre, at a cost of about \$5 per acre. But last year some livestock was killed or made ill from the DDT, so in the future some other chemical may be used instead.

Mr. Seifert said that at least \$110,000 would be needed to cover the cost of completely treating the Sheldon and East St. Louis areas, but about all that can be expected are funds sufficient to treat the small, most serious parts of these infestations.

[Continued on page 53]

ILLINOIS PRESIDENT



Elmer Spencer, newly elected president of the Illinois State Nurserymen's Association, is a retail nurseryman and landscape contractor of Springfield, Ill.

He was born at Virden, Ill., in 1902 and was educated in the public schools there. Mr. Spencer was graduated from Illinois College in 1925 and did post-graduate work at the University of Wisconsin, Madison. After teaching the subject of botany for a few years he started in the nursery and landscape business.

Mr. Spencer's wife is interested in the business, helping in the office during rush seasons. They have two children, a daughter and a son, both graduate landscape architects from the University of Illinois, Urbana. Currently the son is doing post-graduate work in landscape architecture, having won a scholarship at Howard University, Washington, D. C.

Mr. Spencer has served six years on the board of directors of the Illinois State Nurserymen's Association. At Springfield he belongs to Rotary, the Shriners and the Sales Executive Club.

Landscape Group Discusses Expansion

A spirit of enthusiasm and progress was evident at the annual midwinter conference of the National Landscape Nurserymen's Association held January 13 at the Hotel La Salle, Chicago, Ill. Registration was up almost 50 per cent from the preceding year, with 125 persons attending the afternoon and evening sessions. Talks on the future of home construction, landscape design and architecture, plus a talk on a Florida landscape nursery, were featured, with colored slides of landscape jobs completed by association members and a brief business session rounding out the program.

Allan Dalsimer, Dalsimer, Inc., Cedarhurst, N. Y., president of the N. L. N. A., reported that the association was surprised by the number of applicants it had for the full-time executive secretary's position. From the 12 applicants interviewed, it is hoped one can be chosen shortly. Lloyd Platt, Platt's Landscape Nursery, Davenport, Ia., current executive secretary of the N. L. N. A., reported an increase of 50 members in the past six months, bringing the total membership to 250. He called upon Russell Zakariasen, Homedale Nursery, Hopkins, Minn., vice-president of the N. L. N. A., who advised those present that under the current dues schedule, 600 members will be needed to support a full-time secretary and his budget.

Architect's Views

The afternoon session was opened by Jack Siebenthaler, the Siebenthaler Co., Dayton, O., program chairman for the conference. He introduced the first speaker, L. Morgan Yost, Chicago architect, whose topic was "Relationship of Landscape Design to Architecture." Mr. Yost, who had appeared on the program of the N. L. N. A. 10 years ago, said that the same problems continue to face the industry and it is still falling down in the same places. The architect and the landscape nurseryman think of how a home is viewed from the street. Rather, they should consider creating an atmosphere and not be solely concerned with how the planting looks.

Mr. Yost said that the garden can be lived in vicariously all during the year. The nurseryman needs to sell the psychological factor of the restfulness of the garden. The garden, he related, has moved from the

front of the home to the rear. Wider lots now provide more living area.

Favors North Side Gardens

More garages will be integrated with the house, he said, and houses are being built closer to the street. Mr. Yost stated that he likes gardens on the north side of a house, as the windows from which the garden is viewed do not have sunlight on them; the light comes from behind the viewer, as on a theater stage, and gives the flowers in the garden more color.

Mr. Yost advised against screen plantings at the rear of the lot; rather, he suggested intermediate plantings, which would give the garden more depth and mystery. Even concrete pavement can be made more attractive by using color, he said. Use gray, not green or red.

He deplored the use of pyramidal evergreens in foundation plantings, saying they should not be used within 20 feet of the house. If they are used, he believed they should be

used in groups. To provide interesting terrain, he suggested using mounds of earth, planted with ground cover. Rocks can be used for the same effect. Ground cover, he thought, has a long way to go before being accepted in the middle west. Screen enclosures and fences can be used more to enhance plantings. Concluding his talk, he said many things done in California can be done in the midwest and east. It is a matter of education and public relations. If people know they can have something, they will want it.

Home Building

Talking on "The Future of Home Construction—Its Effect on Landscaping," Joseph E. Merriam, a past president of the National Association of Home Builders, said that home builders were glad to see 1956 come to an end. Builders are faced with problems, but they will be straightened out somewhat in the

[Continued on page 72]

Mail-Order Nurserymen Plan Added Promotion at Chicago

Added efforts were put forth to promote the mail-order nursery business at the winter meeting of the National Mail Order Nurserymen's Association, held January 14 at the Hotel La Salle, Chicago, Ill. In his report as chairman of the research committee, George Rose, Henry Field Seed & Nursery Co., Shenandoah, Ia., presented a layout with copy of a 4-page illustrated brochure listing nine reasons why people should purchase nursery stock through the mails and from members of the N. M. O. N. A. The circular, he explained, could be used by members as an insert in a catalog or as a staffer in other promotional mailings.

A motion was passed that the association pay for the cost of preparing the brochure. Individual members would pay the printing cost for the number they wished to purchase. In order to avail themselves of the discount on a quantity purchase, those present committed themselves for a total of 100,000 copies.

Completing his report, Mr. Rose stated that Dr. John Mahlstede, Iowa State College, Ames, will undertake a study this year on the ship-

ping of hardy perennials by mail. Orders received from N. M. O. N. A. members will be planted at the college and be handled similarly to the test shopping done last year with deciduous material. Results of the new study will be reported at the summer meeting, August 13 and 14.

Seal Promotion

Ralph Shugert, Forrest Keeling Nursery, Elsberry, Mo., reporting for the publicity committee, stated that releases had been sent last fall to all garden magazines to promote the seal of the N. M. O. N. A. and what it stands for. He produced tear sheets from several magazines showing the publicity received. Mr. Shugert encouraged the members to make more use of the seal in their advertising. Clark Kidd, Arp Nursery Co., Tyler, Tex., chairman of the publicity committee, related that the seal has been in existence for several years but is just now being publicized; so members should take advantage of this by employing the seal.

Jack Hanley, Hanley's Nursery, Carbondale, Ill., president of the

[Concluded on page 59]

High
vention
of Nur
bach,
election
results
Presid
Nursery
preside
shall's
and se
bury,
Park,

The
and 9.
son, F
berry,
cellent
member

Dr.

ment o
College
conven

Nursery

stressed

selectin

terial.

availab

variety

wholesa

their p

Variety

more in

real-est

architec

same an

homes

variance

Dr. R

and diff

of the

today, I

sued, ag

advertis

renamin

Because

ket, ho

exotic p

in stock

Ne

By ac

different

terials, t

tical pur

to his st

as a sha

Japanese

tree were

Dr. K

introduc

of comm

Varied Talks at Western Convention

Plant Uses, Propagation, Container Stock and Merchandising Discussed

By Ralph B. Ricklefs, Jr.

Highlighting the 67th annual convention of the Western Association of Nurserymen at the Hotel Muehlebach, Kansas City, Mo., was the election of officers for 1957, which resulted in the following roster: President, C. C. Smith, Sherman Nursery Co., Charles City, Ia.; vice-president, Howard Edmiston, Marshall's Nurseries, Arlington, Neb., and secretary-treasurer, James Danbury, the Garden Shop, Overland Park, Kan.

The convention, held January 8 and 9, with President Hugh Steavenson, Forrest Keeling Nursery, Elsberry, Mo., presiding, offered an excellent program to the 152 registered members.

Dr. Ray A. Keen, of the department of horticulture of Kansas State College, Manhattan, advised the convention on "Some Plants Your Nursery Should Handle." Dr. Keen stressed the principles to use in selecting new and different plant material. Emphasis was placed on the availability of a greater selection and variety of plants from retail and wholesale nurseries, depending on their particular regional differences. Variety in landscape planting is more important in view of recent real-estate developments where the architecture of all units is nearly the same and the only individuality these homes may obtain is through the variance in landscape planting.

Dr. Keen pointed out that new and different plants are the backbone of the mail-order nursery business today. However, a warning was issued, against false and misleading advertising, especially the practice of renaming old and standard varieties. Because of the saturation of the market, however, new, different and exotic plants should not be carried in stock for too long a time.

New Uses for Old Plants

By advising buyers of new and different uses for standard plant materials, the nurseryman, for all practical purposes, may add a new variety to his stock. The use of the pecan as a shade tree or the use of the Japanese tree lilac as an ornamental tree were given as examples.

Dr. Keen cited the use or the reintroduction of some old subspecies of common species as new and differ-

ent plant material. To illustrate this point, the 12 clones of the common Scotch pine, the 15 clones of Norway maple and many other subspecies and varieties of common species were cited.

Dr. Keen illustrated his talk with colored slides of new and different varieties of plants, along with little-known subspecies of commoner stock. Such materials, he advised, are similar to the less common colors of an artist's palette. They are not to be substituted for the standard materials, but provide just the right finishing touch to the entire landscape picture.

Phytotektor System

Harvey Templeton, Jr., Winchester, Tenn., explained to the convention "Propagation by the Phytotektor System Using Intermittent Mist." Although not a nurseryman by training, Mr. Templeton developed a childhood interest in electronics and plant propagation and now has combined these interests into a profitable business. He is, to the best of his knowledge, the originator of the electronic leaf, a device that effectively controls the amount of mist applied during the propagation of plant materials by cuttings. The name of Mr. Templeton's firm is Phytotektor and literally means plant maker.

An explanation was given of the basic theories and principles underlying the Phytotektor system. The main principle is to keep the leaves

of the cuttings wet at all times so that the tissues do not dry out. The drying of plant tissue is caused by heat; to a large extent, by the heat that light generates. A cool, shaded propagating bed would seem to be the answer to this difficulty, but actually it is far from satisfactory, since light and heat are both required for other plant functions in the rooting process. When mist is introduced into the air surrounding the cuttings, however, the drying properties of heat are greatly reduced, so that cuttings can be kept under stronger light and at higher temperatures than is normally possible without drying. These circumstances allow the propagator greater latitude in which to work. Although the idea is not definitely established, it is thought that some of the water vapor in the air actually moves back into the tissues of the leaf under favorable conditions.

Although a leaf can replace moisture from the film of water on its surface, frequently an excess of moisture will leach the nutrients from the leaf, leaving it in a starved condition following its rooting. This condition can cause excessive losses; consequently, nutrients must be replaced when potting the rooted cuttings.

Care after Rooting

Emphasis was placed on the care of the cuttings after their rooting under mist. Some species are not tolerant or less tolerant of mist conditions after their rooting, and some require more or less mist to be removed gradually from them. For this reason, Mr. Templeton advised, the grouping of large areas of the same species when propagating under mist gives greater ease of management.

With the use of colored slides, Mr. Templeton illustrated the specific manner in which he roots cuttings with the electronic leaf. In order to solve the hardening-off problem, the rooting of the cuttings is carried on directly in a soil medium. In this way, the cuttings do not have to be transplanted after rooting, but are left in the original bed. The soil rooting medium is held in place with railroad ties and covered with polyethylene film supported by steel reinforcing mesh.

After sterilization of the medium with methyl bromide, a shallow layer



C. C. Smith



George Rose, who discussed nursery merchandising at Western meeting.

of fine sand is placed over the soil. Sand is used only to eliminate the problem of mud that would occur with mist used over a soil medium. As the cuttings are inserted into the medium, the mist is applied, and the polyethylene cover is rolled on. Details of the differences in propagation of various species under mist were presented.

Mr. Templeton concluded his talk by listing the following advantages of propagation with the Phytotektor mist system: It allows greater flexibility with propagation in a given medium; propagation can be carried on in more light and higher temperatures; softer cuttings may be used, allowing the rooting of rarer varieties, and the actual cost of mist propagation is less when conducted on a large scale.

Container Technique

Dr. V. T. Stoutemyer, of the department of floriculture and ornamental horticulture at the University of California at Los Angeles, presented an illustrated lecture on "Container-Grown Plants, a New Opportunity for Nurserymen." Dr. Stoutemyer has had extensive experience both on the west coast and in the midwest and was able to give a comprehensive treatment of the advantages and disadvantages of container-grown nursery stock as applied to the midwest nurseryman.

It was noted that the idea of container-grown nursery stock was originated in China and brought to the United States by Chinese immigrants. The earliest use of the asphalt-dipped can in this country is thought to be about 1904.

Dr. Stoutemyer mentioned, as some of the many advantages of container-grown stock, the all-sea-

sonal sales aspect; the ability to sell an attractive, growing plant rather than an unsightly dormant one; easier sanitation and sterilization, lessening the spread of insects and diseases, and the low percentage of loss both for the nurseryman and his customer. One of the major disadvantages of container-grown stock is a pot-bound condition, which starts at an early stage in the containers and can cause a faulty anchorage by the roots of the plant in the soil, increasing the danger of loss by wind.

Varied Containers

Although the different types of containers change rapidly with new short-cut methods, the No. 10, or 1-gallon, can is used in about 80 percent of all canning operations, according to the speaker. The ordinary gallon can is being replaced by a commercially made fluted can that may be reused and stacked conveniently and allows the customer to knock the pot ball out rather than cut it out. The 3-gallon egg can has nearly replaced the 5-gallon square can, and other containers are now especially constructed for the larger canning purposes.

Dr. Stoutemyer noted that the fundamental principles of growing container stock remain the same everywhere. It is important that the soil mixture, whichever is used, be porous or well-drained. It is not too important, with the new techniques of automatic watering and liquid fertilization, that the soil mixture be fertile and retentive of moisture. The balling quality of the soil is not important since the root structure of the plant is developed to a greater extent.

Potting Media

The half-and-half peat and sand mixture is becoming the most popular potting medium; however, much experimentation has been conducted using rice hulls, redwood bark and shavings and other inert organic materials. The fertilizer balance in organic media must be observed closely, because of the absorption of nitrogen during the breakdown of these organic materials. Even with the great strides made in liquid fertilizer, hand feeding of canned nursery stock still remains the most popular method. Hand feeding, however, is not practical in a large-scale operation.

Improper application of water and faulty drainage can cause severe trouble. Concentrations of toxic salts from the water itself can result unless the proper amount of water is

allowed to drain through the container. Most container nurseries still water by hand to avoid the problem. [Continued on page 114]

KANSAS NURSERYMEN MEET

The Kansas Association of Nurserymen held a meeting the evening of January 7 at the Hotel Muehlebach, Kansas City, Mo., in conjunction with the Western Association of Nurserymen's convention held at the hotel January 8 and 9. The convention is reported elsewhere in this issue.

John Pinney, Willis Nursery Co., Ottawa, led a discussion on highway landscaping in Kansas. It was the opinion of the members that more state funds were being utilized for the purchase of seeds, fertilizer and miscellaneous supplies than for nursery stock. Several projects and lines of remedy for this situation were discussed.

Harold Gallaher, extension forester from Kansas State College, Manhattan, explained the college's project for planting windbreaks and shelterbelts in cooperation with the new soil bank program and the Clark-McNary act. Mr. Gallaher announced that preparations are being made for an early start in the spring.

L. A. Calkins, Kansas state entomological inspector, and L. C. Gatewood, of the Leavenworth Nurseries, Leavenworth, led a discussion on changes needed in the Kansas nursery inspection law.

Harold Crawford, of the Willis Nursery Co., discussed an educational program to encourage Kansas high school seniors to enroll in landscape design or horticulture in college; however, no definite project was worked out at this time.



Clyde Stocking, A. A. N. president, who reviewed activities of that association at Western meeting.

Optimism Voiced at Oklahoma Convention

By Betty H. Prim



Officials of the Oklahoma State Nurserymen's Association, left to right, Harold R. Nickel, Muskogee, president; Jack Foote, Durant, vice-president, and Gene Fleming, Oklahoma City, retiring president.

A spirit of optimism prevailed at the annual convention of the Oklahoma State Nurserymen's Association held at the Biltmore hotel, Oklahoma City, January 10 and 11. Despite serious drought conditions in many sections of the southwest during 1956, speakers were encouraging about the days ahead, while cautioning that enhanced prospects for the coming year would be due, in part, to good general business conditions. Nurserymen were therefore urged to make effective over-all plans to get their share of trade.

This was a banner occasion for Sooner nurserymen. Attendance topped that of any year in the history of the association. Nurserymen came from distant parts of the state and guests from neighboring states braved the disagreeable weather and road hazards to attend.

The entire slate of names suggested by the nominating committee, headed by J. E. Conard, Stigler, was unanimously elected at the final business meeting to serve the organization in 1957. President is Harold R. Nickel, Muskogee; vice-president, Jack Foote, Foote Nursery, Durant; secretary-treasurer, Cyrus E. Adams, Oklahoma City, and sergeant at arms, Mario Sanseverino, Tulsa.

Host city next year will be Tulsa.

Opening Session

President Gene Fleming, Oklahoma City, opened the first session promptly at 10:30 a. m. The secretary's report was given by Cyrus E. Adams. Nurserymen were welcomed to Oklahoma City by Mayor Allen Street.

The first feature of the morning session was a talk by Herman Schmidt, greenhouse superintendent of the Sneed Nursery Co., on "Propa-

gation of Plants." Mr. Schmidt was formerly with the D. Hill Nursery Co., Dundee, Ill. His talk, covering all phases of propagating plants, from seedbed preparation through harvesting seeds, was well received.

After Mr. Schmidt's talk a color film, "Plantainers," was shown demonstrating how these processed nested containers for nursery stock save time and space and make for easy delivery.

Nurserymen and their guests met in the Mirror room for luncheon Thursday. Ladies attended the luncheon, also, but later they enjoyed a matinee and went shopping. Featured speaker at the luncheon was W. P. Atkinson, whose talk, "It Pays to Boost Oklahoma City," tied in with the semicentennial celebration of Oklahoma now getting under way in the Sooner state.

Mr. Atkinson, founder of Midwest City, a model community, said that the value of property is greatly enhanced if buildings are properly placed on the lot, if they are kept well painted and if the grounds are landscaped by an expert.

Container Culture

Another beneficial talk for growers was that of Hugh Steavenson, Forrest Keeling Nursery, Elsberry, Mo., who discussed "Container-Grown Nursery Stock." Mr. Steavenson told of experimental work that had been done in container production and confined his later remarks to production of this type of plants in Oklahoma, where temperatures are variable. Among his suggestions were the following:

Be sure to have adequate drainage in cans. Both peat and clay have high water-holding capacities. Air and moisture should permeate the

soil. Often it is found that roots of a plant are massed near the container sides and are not extended through the soil as they should be. The Chinese use rice hulls with their clay soil to offset this condition. Sphagnum can be used also, he said. He reminded growers that weed seeds must be eliminated from potting soil. There should be balanced nutrients in adequate supply in the potting mix. Mr. Steavenson stated that sooner or later canned stock will drastically affect the activities of everyone concerned with growing and handling nursery stock.

A. A. N. Report

J. E. Lauden, Tyler, Tex., director of region V of the American Association of Nurserymen, reviewed some of the work being done by the association for the industry. With reference to the industry's fair trade practice rules, he said these rules are in the nature of advisory opinions and furnish the members with a convenient and authoritative guide to sound business practices, especially relating to the advertising and sale of nursery products. He said that the federal trade commission encourages voluntary compliance with the rules and expressed his belief that such compliance will maintain the industry on its present high level of integrity.

Mr. Lauden reminded members that the services of a special counsel in the Washington office are available. He pointed out that because of the relationship established between counsel and a member client, correspondence between the two comes under the head of privileged communications, which remain confidential. More complete details of the

[Continued on page 100]

Collapsible Greenhouse Tables

By E. D. Krouch

Cheyenne Horticultural Field Station, Cheyenne, Wyo.

Ground beds are not desirable for flats of plants that are to remain in place for a considerable period. Marked variability in size and condition of plants may develop because the roots of some plants pass through cracks in the bottoms of the flats into the soil below. Moving the flats will break such roots and thus disturb those plants, but not those with roots confined to the flat. Arranging the flats slightly above the soil on wooden strips will reduce this trouble but not the inconvenience of performing hand work at floor level and the difficulty of precise leveling to insure equal watering.

The author has designed and built strong, portable tables of convenient height to avoid the difficulties just described. The legs can be folded beneath the tops to save storage space and to simplify moving. Since these tables have proved useful in a number of greenhouse installations, their design and construction are described and illustrated here.

Size and Placement of Tables

The table top is made of pairs of 2x4 rails with edges up and spaced to accommodate flats lengthwise, with two inches of overhang at each end. Length of these paired rails should be multiples of the width of flat to be used. No more than three pairs of rails are joined into one table. If work must be done from one side

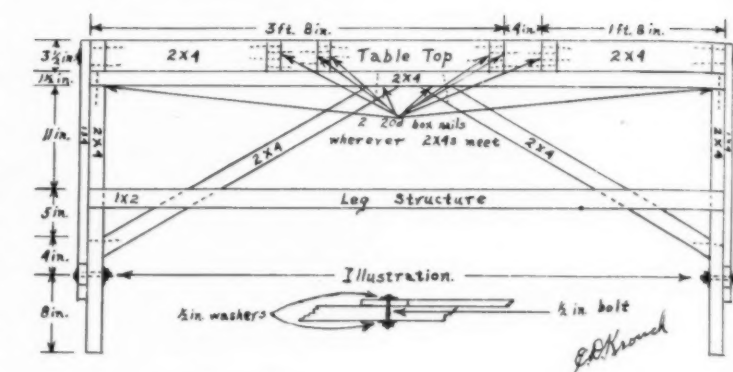


Figure 2—End view of standing 6x12-foot table showing three sets of rails, that carry 27 plant rooting flats, and one method of bracing the legs.

of the table only, no more than two pairs are joined. Tables more than 12 feet long are unwieldy to erect and to store.

Sizes and numbers of tables should be calculated carefully to fit most efficiently into the space available. To suit one of our greenhouses, tables were made as follows: Eight 4x12 feet (18 flats each), nine tables 6x12 feet (27 flats each), two tables 6x10 feet 8 inches (24 flats each) and one table 6x6 feet 8 inches (15 flats). One's own judgment must be used as to space required between the tables and around the ends.

Effective spacing of rails for tables to accommodate flats 16x24 inches and method of supporting the rails at

those spacings are shown in the accompanying drawings (figures 1 and 2). For tables holding two rows of flats, use two pairs of 2x4 rails with an over-all width of 3 feet 8 inches as designated at top of figure 2. The rails are nailed to the 2x4 cross members with 20d box nails (see illustration A, figure 1). The 1x2 bracing is mortised flush with the tops of the rails (see illustration B, figure 1). Where diagonal braces cross, each is mortised to half its thickness to form a flat cross-lap joint (see illustration C, figure 1).

Figure 1 is a plan of a table for 27 flats and shows bracing used. Two 20d box nails are driven through the 2x4 rails and into the ends of the

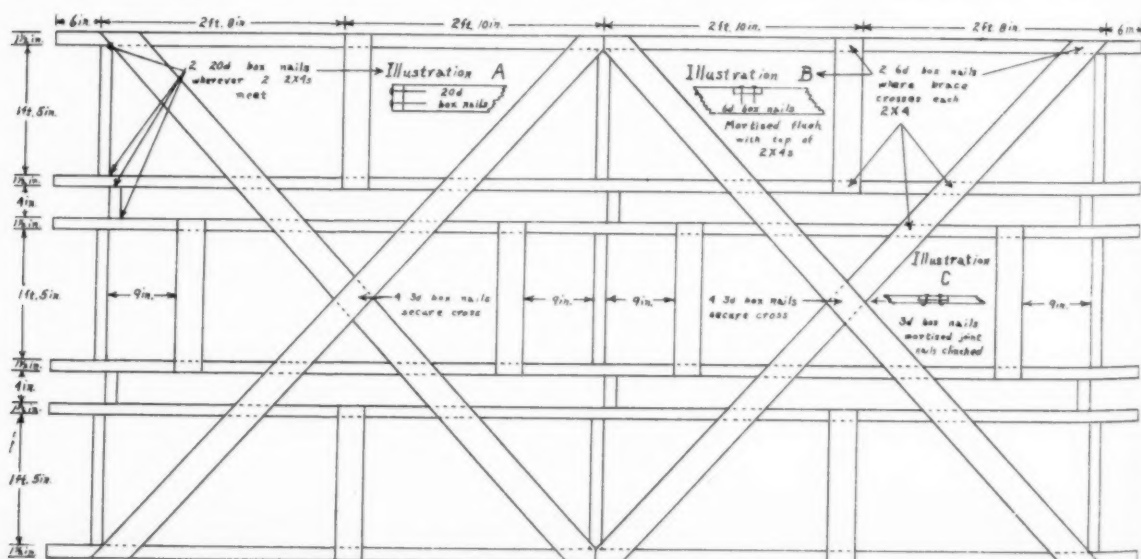


Figure 1—Top View of 6x12-Foot Collapsible Greenhouse Table Designed to Hold 27 Flats for Rooting Plants

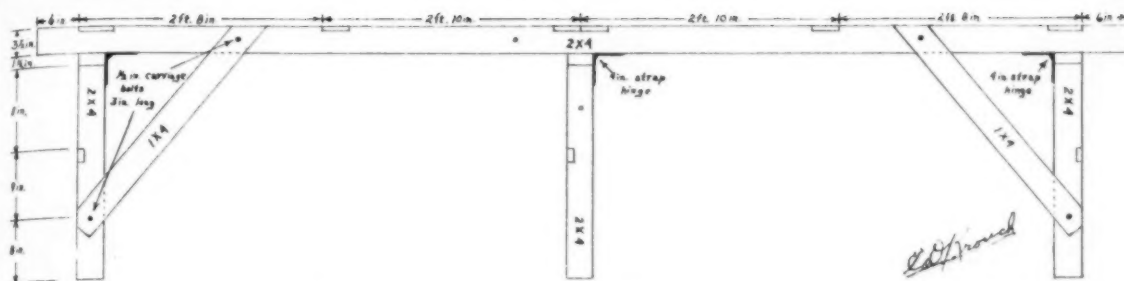


Figure 3—Side View of Collapsible Table, 6x12-Foot Size, Showing Method of Attaching Legs to Top with Strap Hinges

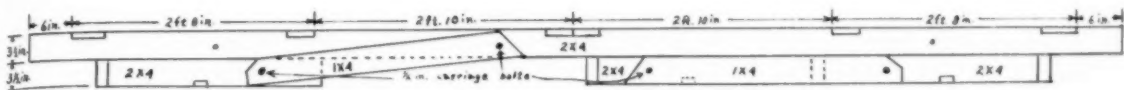


Figure 4—Side View of Collapsible Table, Showing How Legs Fold Upward below Top for Convenience in Storage and Handling

cross members at each junction. Two 6d box nails are driven through the 1x4 top bracing at each intersection where it is mortised into the rails. Care should be taken throughout to keep work flat and square.

The leg structures are constructed in three pairs, separate from the top and connected to the top with 4-inch strap hinges so that they fold flat under the top for convenience in storage and handling (figures 3 and 4). The leg structure consists of one piece of 2x4 cut 5 feet 8 inches long nailed to the ends of two pieces of 2x4, 2 feet 4 inches long. Two 20d box nails are driven through each end of the pieces 5 feet 8 inches into one end of each piece 2 feet 4 inches, respectively. The two angle braces are then toenailed into place, and the 1x2 tie brace is mortised into the legs and 2x4 angle braces (figure 2).

An alternate method of structure for these leg sections (figure 5) has been conceived and probably has a number of advantages over the one used in the original plan, but it has not been tested.

The leg sections are fastened to the table top and braced for sturdiness as shown in figure 3. Figure 4 shows the method of holding the table in a folded position when it is not in use. The illustration in figure 2 shows the method of attaching the pieces 1x4x3 feet 2 inches used for bracing the table for sturdiness and holding the legs in a folded position for storage or moving.

If the tables are set up on soil, flat pieces of wood about eight or 10 inches square should be placed under each leg to prevent its settling into the soil and throwing the tables out of level.

For one table holding 27 flats, the following materials were used: 6 pieces 2x4 inches, 12 feet long; 3 pieces 2x4, 5 feet 2 inches; 6 pieces

2x4, 3 feet; 6 pieces 2x4, 2 feet 4 inches; *9 pieces 2x4, 1 foot 5 inches; 6 pieces 2x4, 4 inches; 4 pieces 1x4, 8 feet; 4 pieces 1x4, 3 feet 2 inches; 8 pieces 1x4, 1 foot 8 inches; 3 pieces 1x2, 5 feet 8 inches; 96 each 20d box nails, 104 each 6d box nails, 8 each 3d box nails, 6 each 4-inch strap hinges, 8 each 1/2-inch carriage bolts 3 inches long and 16 each 1/2-inch metal washers.

*Planned lumber does not measure up to full designated dimensions. Therefore, these spacers are one inch longer than needed if full-dimension materials are used.

GIBBERELIC ACID

Nurserymen may have read recently of the experiments being carried out with gibberellic acid, a plant growth accelerator which doubled or tripled the height of plants to which it was applied, and wondered just what the material is. The acid is produced by the fungus gibberella and for experiments has been obtained by methods similar to those used for producing antibiotics.

The gibberella fungus causes a rice disease in Japan and early work in

the search for a cure resulted in the discovery that plants grown in sterilized media in which gibberella had been cultured showed typical elongation.

Chemicals responsible for the unusual growth were subsequently isolated, and one form has been used in research to increase the height in three to four weeks of geraniums, sunflowers, roses, salvias, petunias, asters and poinsettias in greenhouses. As little as one millionth of an ounce of the acid in one ounce of water will make plants grow taller, and the material has been applied both by lanolin paste mixture and as a foliar spray.

In spite of the minute quantities required, gibberellic acid is so scarce (large-scale production methods have not yet been developed) that nurserymen and private individuals are not likely to get their hands on it for a long time to come. Research scientists require all they can find and even now experiments are hampered by its scarcity.

KLUIS' NURSERIES, Pompton Plains, N. J., announce the building of a new greenhouse to be used for propagation work.

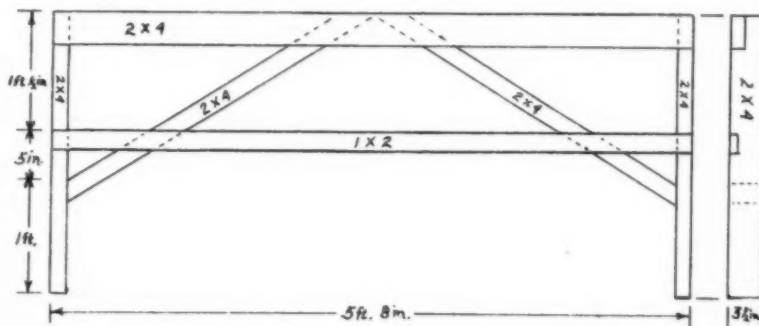


Figure 5—An alternate method of structure for the leg sections, having advantages over the design shown in figure 2, but untested as yet.

Weed Control Topic at North Carolina Course

By Edward R. Mattson

At the 20th annual short course and winter meeting of the North Carolina Association of Nurserymen, held January 6 to 8 at Raleigh, J. S. Howard, Laurel Lake Nursery, Salemburg, was elected president of the association for 1957, to succeed Robert Gibson, Nettlewood Nurseries, Asheville. Mr. Gibson became chairman of the executive committee for the coming year. Knox Porter, Knox Porter Nursery, Rocky Mount, was elected vice-president, and Ralph Shannon, Southern Nursery Supply, Pinehurst, secretary-treasurer. Jerome Lindley, Jerome Lindley Nursery, Graham; Eelco Tinga, Tinga Nursery, Castle Hayne, and George Coulter, Charlotte, were elected to the executive board.

Over 60 nurserymen from North Carolina registered for the 2-day meet, which opened Sunday, January 6, with a buffet dinner in the North Carolina State College Union.

Monday morning the nurserymen got down to the business of the short course. Dr. Fred Cochran, head of the department of horticulture, University of North Carolina, welcomed the group. Dr. Cochran emphasized that the department of horticulture is currently making plans to strengthen the ornamentals research program better to serve the nursery industry in North Carolina. Dr. Cochran added that weed control, variety testing and marketing would be explored as much as possible. One of the plans calls for the establishment of a nursery research program at the field experiment station near Wilmington. This expanded program will allow the ornamentals research staff to study nursery stock as influenced by climatic conditions on the coast and in the Piedmont section of North Carolina.

Weed Control

For the next three hours, weed control held the nurserymen's attention. Dr. G. C. Klingman; William Westmoreland, extension specialist in weed control, and Dr. Robert Schramm, of the horticulture department, all of U. N. C., presented a report on the work completed in weed control and plans for the future. Dr. Schramm reported on the studies conducted with gladioli in

western North Carolina. The main weed chemicals used in the tests were Karmex compounds and dalapon. The results were inconclusive, and more research is needed before any significant recommendations can be released. Dr. Klingman reported that the present weed-control studies started in 1954, when ammonium nitrate and Karmex were first used on camellias and did an effective job of weed control.

Woody Ornamental Stock

One of the most pressing problems of the nurseryman is that of the control of weeds in his ornamental nursery stock. Estimates of the cost of this operation in North Carolina nurseries range anywhere from \$100 to over \$500 per acre annually. There are other factors to be considered besides the cost of cultivation to eradicate the weeds. Competition between weeds and nursery stock for water, nutrients, light and space further increases the operating cost per acre. Weeds actually result in poorer-quality plants, and it is the growing of quality plants which is the aim of every nurseryman.

During the past season considerable research was done on chemical weed control in woody ornamental nursery stock. Work is also under way on winter weed control, using various chemicals. Following is a summary of the best treatments from work done in 1956.

The research was concentrated on three species of holly—Ilex cornuta burfordi, Ilex crenata rotundifolia and Ilex crenata convexa—and one species of dogwood, Cornus florida. The treatments listed here gave good weed control, with little or no injury to the ornamentals. All chemicals were applied, when weeds were about one inch high in late spring, in a wetting spray directed toward the base of the plants.

A. Holly-Ilex cornuta burfordi, Ilex crenata convexa and Ilex crenata rotundifolia.

1. Two pounds per acre of amine salt of DNBP and 10 pounds per acre of dalapon.
2. Four pounds per acre of amine salt of DNBP and 15 pounds per acre of dalapon.
3. One-half, one and two pounds per acre of DNBP in a wettable spray of No. 2 fuel oil.
4. One, two and four pounds per acre of diuron applied to a weed-free surface.
5. Two and four pounds per acre of monuron applied to a weed-free surface.

B. Dogwood-Cornus florida

1. Two pounds per acre of amine salt of DNBP and 10 pounds per acre of dalapon.
2. Four pounds per acre of amine salt of DNBP and 15 pounds per acre of dalapon.
3. One-half and one pound per acre of DNBP in a wetting spray of No. 2 fuel oil.
4. One and two pounds per acre of diuron to a weed-free surface.

The amine salt of DNBP is sold under the trade name of Premerge and is also referred to as water-soluble dinitro. DNBP alone is sold un-

[Continued on page 69]



Past President Robert Gibson, Asheville, N. C., at left, discusses landscaping the North Carolina state fair coliseum with the new president of the North Carolina Nurserymen's Association, J. S. Howard, Salemburg.

Top Attendance at Maryland Meeting

Plastic Film Uses, Gibberellic Acid Research and Landscape Panel Featured

By Harry William Dengler

Attendance at the convention of the Maryland Nurserymen's Association January 7 numbered 150, including members, friends and out-of-town nurserymen and trade representatives. These braved an early morning snowstorm to make the event the most heavily attended winter meeting in the group's history. Headquarters for the affair was the Southern hotel, Baltimore.

The following officers were elected for the 1957 term: President, C. Warner Price, Towson Nurseries, Inc.; Towson; vice-presidents, Robert S. Johnston, Eastern Shore Nurseries, Inc., Easton, and Gilbert Gude, A. Gude Sons Co., Rockville; treasurer, Carl Orndorff, J. H. Small & Sons, Inc., Chevy Chase; executive secretary, Carville M. Akehurst, Akehurst Nurseries, Fullerton, and education secretary, Dr. George S. Langford, University of Maryland, College Park.

President Carville Akehurst presided at the opening session and welcomed the group. He reviewed the activities of the association during 1956, the previous winter meeting, the summer meeting and other special events.

C. Willard Stoner, Westminster Nurseries, Inc., Westminster, treasurer, reported that of the 197 active members of the association only 14 are currently in arrears.

The association's executive secretary, Paul S. Hoffmann, Towson Nurseries, Inc., presented a complete report of the winter meeting at Baltimore.

Plastic Film Story

Dr. W. E. Whitehouse, assistant head of the plant introduction section, plant industry station, United States Department of Agriculture, Beltsville, Md., traced the development of the uses of plastic films in nursery work. Nurserymen, he said, are concerned with the stratification and storage of seeds, plus the propagation, packaging and transportation of plant materials. Workers in the plant introduction field have been faced with similar problems, especially the sending of seeds and scions over long distances by various transportation methods.

Dr. Whitehouse related that successful methods of shipping these expensive materials had been devel-

oped. During the past decade, however, mail and ship transportation from foreign countries became erratic, and losses were high. Now, with air transportation readily available, losses have dwindled to less than 10 per cent.

Formerly, perishable seeds were shipped in packages of moistened media. On long trips these seeds either dried out or germinated, rendering them unfit for use. Certain seeds and some scions were difficult to ship by the usual methods. Sometimes vacuum bottles were used with success, but too frequently these containers were broken in transit.

About this time a retired army officer became interested in raising litchi nuts in the south. He tried air-layering, using plastic film as a medium covering to prevent moisture losses. The officer had some success, but the film deteriorated too rapidly for good results.

Packaging Tests

About 1950, continued Dr. Whitehouse, it was reasoned that the use of plastic films might be a good method for packaging plant materials for shipment. This idea was tried with good results.

Dr. Whitehouse continued his talk with a review of the results of researchers in the use of plastic films in air-layering, propagation, seed stratification and packaging. He recalled an experiment conducted on some surplus apple trees in 1952. Bare-rooted trees were shipped to a distant point and returned unopened. Some trees were packed using the conventional methods, some enclosed in plastic wraps containing small pieces of moistened synthetic household sponges, some placed in plastic bags with no moisture added. The tests indicated that the use of plastics was good and resulted in reduced packaging and transportation expense.

The nursery field is still experimenting with the uses of plastic film. Interesting and practical uses for plastic films will be uncovered, Dr. Whitehouse concluded.

Gibberellic Acid

Dr. Paul T. Marth, senior physiologist, horticultural crops research branch, agricultural research service,

U. S. D. A., Beltsville, reported on the use of gibberellic acid as a plant regulator. In his work at Beltsville, he related, he receives many new chemical compounds, developed by industry and universities, for testing as to their effects on plants. Of some 8,000 tested for their use as growth regulators, several hundred have some effect, some good, some bad. Around 80 compounds are about as good as those now in use. None is exceptionally better generally, but here and there one compound may be superior to others for certain species, such as rhododendrons.

Gibberellic acid, Dr. Marth stated, is a plant-regulating chemical produced by a fungus grown in a liquid medium, from which the acid is extracted. Plant responses to applications of the acid vary according to species. Stems elongate at a relatively rapid rate, and leaves become slightly lighter in color than those on untreated plants. Relatively large doses may result in long, thin stems with small leaves. Sometimes, more lateral branches develop on the treated than on untreated plants.

At present, Dr. Marth said, there is no evidence that gibberellic acid directly induces the formation of flowers. Flower development has been affected, however, hastened in some cases and retarded in others. No effect has been noted on the rate of development or ripening of fruits. A reduction in the rate of root growth has been noted when stem

[Continued on page 106]



Edward L. Stock, Jr., panel moderator at Maryland meeting.

Late Trends Noted at Iowa Landscape Meeting

By Thomas A. Barton

A high level of interest in latest trends marked the fourth annual conference for landscape nurserymen held at Ames, Ia., January 9. The conference, sponsored by the department of landscape architecture at Iowa State College, was arranged and guided by Prof. R. R. Rothacker.

Discussion began with a research report on oak wilt and Dutch elm disease by Dr. Harold S. McNabb, associate professor of plant pathology. Dr. McNabb emphasized the importance of strict control measures in treating these diseases. Unfortunately, diseases in plant life cannot be cured on an individual basis, as in animal life. In plant pathology, the only possible control measures are preventive—aimed at protecting healthy trees from possible disease infection.

Oak wilt, a fungus disease between the bark and the wood, is known to be spread over a wide area by squirrels and insects. Birds may also be carriers, although no proof has been found. Three control measures are recommended in treating oak wilt. First, completely destroy any diseased tree by cutting and burning. This is necessary to destroy the fungus' fruiting structure. Second, if wilt symptoms are found in a grove or group of oaks, cut all roots within a 50-foot radius of any diseased tree before remov-

ing it. In a group planting, the roots tend to grow together and disease may be transmitted through these root grafts. Maintenance is the third control measure and consists of cleaning out deadwood and painting all wounds.

Dutch Elm Disease Data

Dr. McNabb described Dutch elm disease as a much more serious threat to the American landscape. The disease, first introduced into the United States on logs from Europe in 1930, has now reached the Mississippi river in its westward spread. Sanitation, spraying and maintenance are the important control measures in treating this disease. "Sanitation," stated Dr. McNabb, "means to cut down all dead elm trees and burn them; it means to debark all piles of elm wood and burn the bark."

Spraying with a white oil emulsion of DDT is advised when the disease is known to be in the locality. This is applied during the dormant stage—any time from fall to spring when weather permits. New research has eliminated the second spray.

In good maintenance, Dr. McNabb stressed not only the need for dressing all tree wounds, but also the importance of watching for disease symptoms and following with

prompt action. Sending twig samples to local state plant disease laboratories is still the only sure method of disease identification.

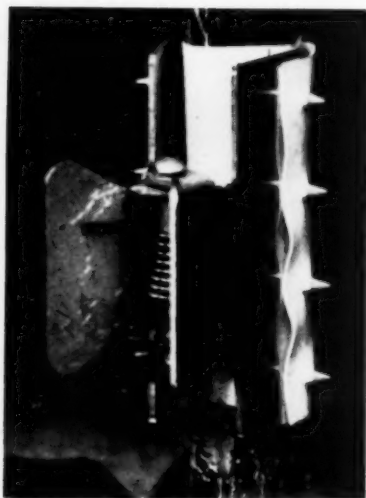
Dr. McNabb stated that research is continuing along basic lines in an effort to learn why a tree dies and how it dies. If this problem is solved, then individual treatment of trees may follow. The answer may come in five years, 10 years, or longer.

A. F. den Boer, leading authority on flowering crab apples, presented an illustrated discussion of the best old and new trees. Among the better old varieties, Mr. den Boer listed Scheidecker, Jay Darling, Arnold, Sargent, Manchurian, Echtermeyer, double Chinese, Carmine, Purple, Aldenham purple and Prairie. A few of the many newer varieties described by Mr. den Boer were Van Eseltine, Makamik, Crimson Brilliant, Irene, Scafoam and Katherine.

Lawn Recommendations

The latest recommendations developed from research on lawns, seeds and fertilizer were presented by H. L. Lantz, of the horticultural experiment station, Iowa State College. Professor Lantz stated that most difficulties in lawn making and maintenance result from the lack of an adequate program of fertilization. A balanced fertilizer of 10-10-10, 12-12-12, etc., should be applied at a rate of 10 to 20 pounds to 1,000 square feet before seeding. Nitrogen is the chief need of lawns in Iowa. Established lawns should receive three pounds of nitrogen to 1,000 square feet each year. Professor Lantz recommended dividing this total application into three parts—a full dose in April, a half dose in the

[Continued on page 104]



Timesaving, re-usable bud-wrapping clamp for nurserymen.

BUD-WRAPPING CLAMP

A. P. Brill, operator of the Siesta Groves, De Land, Fla., has applied for a patent on a re-usable bud-wrapping clamp which he believes will speed bud handling in other than the citrus field that is his specialty. The device replaces muslin wrappings and tying with rubber or plastic strips. It also saves time and tedious back-bending work, the inventor claims.

The re-usable bud-wrapping clamp is made of rustproof aluminum, spring activated, and has a rubber wrap two inches wide—more than enough to cover the bud completely—attached to the clamp by sharp spikes. These spikes permit quick adjustment of the waterproof rubber wrap to accommodate all

sizes of stock from 1-inch down to 1/8-inch, although the same setting of the rubber wrap will take from 3/8-inch stock up to and including 5/8-inch. The clamp arms are slightly bent to lock it around the stock and hold the 2-inch rubber wrap under tension on the bud at all times, as illustrated here.

The tough rubber wrap should last a couple of seasons, at least, the originator declares. New rubber or plastic wraps can be purchased for a nominal price and can easily be attached to the clamp. It is said, also, that the clamp makes counting and unwrapping buds simpler operations.

The new device will be marketed through the Economy Label Sales Co.

Do 1
Inter

Scoop, sp
load and
weather .
power an
save you
tween job
up to 16.

Cost
put. You
power ste
mand of
the-go wit
jobs. Con
or both a
Hydra-To
fuel that

HI
INT

UTILITY UNLIMITED...

to keep ahead of your spring rush!



Do 101 jobs faster with a 1957 International® 350 Utility tractor

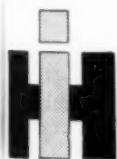
Scoop, spread, and grade... plow, cultivate and spray... load and unload at top speeds to take advantage of good weather... stay on top of spring work. Stepped-up engine power and all-around utility of the 1957 International 350 will save you time... cut your costs on every job. Save time between jobs, too... get from job to job faster with road speeds up to 16.7 mph.

Cost-cutting, time-saving options step up your daily output. You steer with one hand even in rough, rutted ground with power steering... leave other hand free for on-the-go command of equipment. Boost push or pull-power up to 45% on-the-go with Torque Amplifier, to speed up loading and grading jobs. Control front and rear-mounted equipment, individually or both at the same time hydraulically, with smooth-acting Hydra-Touch. Choose gasoline, diesel, or LP gas engine for the fuel that costs you the least.



Drill holes in less than a minute... even in hard ground! Exclusive IH Hydra-Touch® two-way action lets you use down pressure on augers, blades, scoops, and other rear-mounted equipment.

Call your IH dealer for an on-the-job demonstration. Find out how the new International 350 Utility can help you keep ahead of the spring rush. Write for free literature: International Harvester Co., P. O. Box 7333, Dept. AN-2, Chicago 80, Illinois.



SEE YOUR

INTERNATIONAL HARVESTER DEALER

International Harvester products pay for themselves in use—McCormick Farm Equipment, Farmall and International Tractors... Motor Trucks... Construction Equipment—General Office, Chicago 1, Illinois

QUALITY EVERGREENS

BROAD-LEAVED EVERGREENS

Abelia grandiflora
Barberry, julianae
Buxus sempervirens
Cotoneaster decora lactea
Cotoneaster horizontalis
Laurel Cherry
Laurocerasus officinalis
(English Laurel)
Elaeagnus fruitlandi
Elaeagnus simoni
Euonymus, small-leaved
Euonymus coloratus
Euonymus patens
Ilex crenata Biloxi
Ilex crenata convexa
Ilex rotundifolia
Ilex cornuta burfordi
Ilex Foster's Hybrid No. 2
Ilex cornuta femina
Ilex glabra
Ilex opaca, seedlings
Ilex opaca Arden
Ilex opaca Croonenburg
Ilex opaca East Palatka
Ilex opaca howardi
Ilex opaca Hume No. 2
Ilex vomitoria
Ilex vomitoria, dwarf
Jasminum floridum
Ligustrum lucidum nana
Ligustrum Suwannee River
Loropetalum chinense
Magnolia glauca
Magnolia grandiflora
Nandina domestica
Photinia serrulata
Viburnum burkwoodi

DECIDUOUS TREES

Cornus florida
Cornus florida rubra
Euonymus alatus compactus
Magnolia nigra
Magnolia rustica rubra
Magnolia soulangeana

CONIFERS

Arborvitae, orientalis Baker
Arborvitae, orientalis Blue Cone
Arborvitae, orientalis Bonita
Arborvitae, orientalis excelsa
Arborvitae, orientalis newarkii
Arborvitae, fruitlandi
Arborvitae, American globosa
Arborvitae, American globosa
compacta erecta
Arborvitae, Pyramidal American
Arborvitae, Dark Green American
Cypress, Blue Lawson
Juniper, Andorra
Juniper, chinensis procumbens
Juniper, excelsa stricta
Juniper, communis fastigiata
Juniper, hetzi glauca
Juniper, pfitzeriana
Juniper, pfitzeriana compacta
Juniper, pfitzeriana nana
Juniper, virginiana repandens
Juniper, sargenti
Juniper, sabina
Juniper, chinensis Sylvestris
Juniper, sabina vonehron
Juniper, sabina vonehron,
sheared globes
Juniper, sabina vonehron,
sheared pyramids
Juniper, virginalis
Juniper, virginiana burki
Juniper, virginiana canaerti
Juniper, virginiana Dundee
Pine, Austrian

Price and Quality Guaranteed to Please.

Visit us—Highway 72, 20 mi. east of Memphis.

CARTWRIGHT NURSERIES

COLLIERVILLE, TENN.

Ulysses 3-2352

COMING EVENTS

MEETING CALENDAR

January 30 to February 1—New Jersey Association of Nurserymen, winter meeting, Chalfonte-Haddon Hall hotel, Atlantic City, N. J.

January 30 to February 1—Michigan Association of Nurserymen, annual convention, Hotel Fantland, Grand Rapids, Mich.

February 3 to 5—Southern Nurserymen's Association, third annual winter trade meet, Hotel Biltmore, Atlanta, Ga.

February 4 and 5—National Arborist Association, annual convention, Hotel Statler, New York, N. Y.

February 5—Kalamazoo Valley Landscape and Nurserymen's Association, mid-winter educational meeting, Hotel Harris, Kalamazoo, Mich.

February 5 and 6—Oregon short course for nurserymen, florists, holly growers and landscape gardeners, Oregon State College, Corvallis, Ore.

February 5 to 7—New England Nurserymen's Association, Hotel Kenmore, Boston, Mass.

February 6—Lake County Nurserymen's Association and Lake county agricultural extension service, annual nursery school, Hellriegel's Inn, Painesville, O.

February 7 and 8—West Virginia Nurserymen's Association, winter meeting, Ruffner hotel, Charleston, W. Va.

February 13 and 14—Pennsylvania Nurserymen's Association, annual meeting, Warwick hotel, Philadelphia, Pa.

February 13 to 15—Midwestern chapter of the National Shade Tree Conference, Hotel Pfister, Milwaukee, Wis.

February 19 to 21—Nurserymen's conference, sponsored by Pennsylvania State University, University Park, Pa.

February 20—Rhode Island Nurserymen's Association, annual meeting, Johnson's Hummocks grill, Providence, R. I.

February 25 and 26—Short course for Colorado nurserymen and arborists, Student Union building, Colorado A. and M. College, Fort Collins, Colo.

February 28 and March 1—Massachusetts Nurserymen's Association, short course, Waltham field station, Waltham, Mass.

NEW ENGLAND PROGRAM

Tuesday, February 5, the first day of the 46th annual meeting of the New England Nurserymen's Association at the Hotel Kenmore, Boston, Mass., features an address by the president of the association, Dick Van Heiningen, Van Heiningen Nurseries, Deep River, Conn., and reports of other officers.

The program for the convention, which continues through February 7, lists educational and research reports as the first topics of Wednesday morning's session. These will be delivered by Dr. T. W. Kerr, associate research professor in plant pathology and entomology, Univer-



Pool shipment is loaded directly from cold storage room into new "reefer" car at our siding

Here's Why P & D Roses Arrive *Safely* Through Winter Cold

New Mechanical Refrigerator Cars Maintain Constant, Safe Temperature for Entire Trip

This innovation in transcontinental shipping is another new Peterson & Dering service assuring safe delivery of Oregon's finest roses to any point in the nation.

ORDER NOW for EARLY POOL CAR DELIVERY

Orders now being booked for pool car shipments to eastern points.

EASTERN NURSERYMEN: Contact Frank C. Donovan
130 E. 233rd Street, Euclid, Ohio

Build a better rose business with P&D Roses



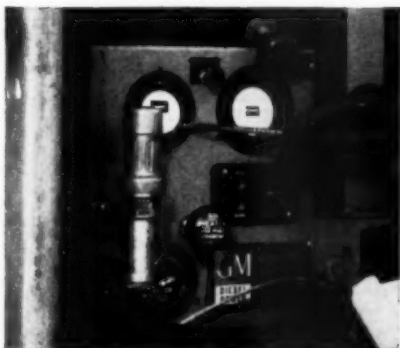
Oregon's Best Source of Good Roses . . . the Finest Anywhere



Twin liquidimeters register temperature at top and bottom of the car.



Inside temperatures are checked by inspectors enroute to destination.



Diesel power unit in car provides necessary heat or cold from 70° to -10°.

SURPLUS STOCK IN STORAGE

TERMS: As per our published list which includes satisfactory credit or cash with order. Please order full bunches. 300 of any variety and size at 1000 rate.

Hardy northern origin understocks for grafting or budding. Compatible with almost all varieties of apples.

	Per 100	Per 1000
MALUS COLUMBIA —Seedlings are vigorous and even. Very valuable as understocks.		
No. 2, straight	\$4.50	\$40.00
No. 2, branched	4.50	40.00
No. 3, straight	3.00	25.00

MALUS MANCHURICA , deep-rooting, wood slightly brittle.		
No. 1, branched	3.50	30.00
No. 2, straight	4.50	40.00
No. 3, straight	3.00	25.00

MALUS ROSYBLOOM , crosses of <i>baccata</i> and <i>niedzwetzkyana</i> , two of the hardiest.		
No. 2, straight	4.50	40.00
No. 3, straight	3.00	25.00

	Per 100	Per 1000
AMELANCHIER ALNIFOLIA (Juneberry)—usually a large shrub (6 to 19 ft.), native range Michigan to Oregon. Blueberry-like fruit is sweet.		
12 to 18 ins.	\$5.50	\$50.00
6 to 12 ins.	4.00	35.00
3 to 6 ins.	2.50	20.00

ASH, GREEN		
2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.00	25.00
12 to 18 ins.	2.50	20.00
6 to 12 ins.	1.10	12.00

BOX ELDER		
18 to 24 ins.	3.00	25.00
12 to 18 ins.	2.50	20.00
6 to 12 ins.	1.50	12.00

BUFFALO BERRY		
4 to 6 ins.	2.00	15.00

CLEMATIS LIGUSTIFOLIA		
No. 1 (approx. 8 to 15 ins.)	4.50	40.00
No. 2	3.50	30.00

COLUTEA ARBORESCENS (Bladder Senna)		
3 to 4 ft.	7.50	70.00
2 to 3 ft.	6.00	55.00
6 to 12 ins.	4.50	40.00

CORNUS AMOMUM (Silky Dogwood)		
3 to 4 ft.	8.50	80.00
2 to 3 ft.	7.00	65.00
18 to 24 ins.	6.00	55.00
12 to 18 ins.	5.00	45.00

CORNUS STOLONIFERA		
18 to 24 ins.	6.00	55.00
12 to 18 ins.	5.00	45.00
6 to 12 ins.	3.00	25.00

CORYLUS AMERICANA (Hazelnut)		
12 to 18 ins.	8.00	75.00

COTONEASTER ACUTIFOLIA		
18 to 24 ins.	11.00	100.00
12 to 18 ins.	8.50	75.00
6 to 12 ins.	5.50	50.00
4 to 6 ins.	3.50	30.00

ELM, AMERICAN		
6 to 12 ins.	1.50	12.00

ELM, CHINESE		
3 to 4 ft.	7.50	65.00
2 to 3 ft.	4.50	40.00
18 to 24 ins.	3.00	25.00
6 to 12 ins.	1.50	12.00

GRAPE, WILD (<i>Vitis riparia</i>)		
18 to 24 ins.	5.00	45.00
12 to 18 ins.	4.00	35.00

HACKBERRY		
2 to 3 ft.	7.00	65.00
6 to 12 ins.	2.50	20.00

	Per 100	Per 1000
HONEYSUCKLE		
18 to 24 ins.	\$11.00	\$100.00
12 to 18 ins.	7.50	65.00
6 to 12 ins.	3.50	30.00

LILAC, COMMON		
12 to 18 ins.	7.00	65.00
9 to 12 ins.	6.00	55.00
6 to 9 ins.	4.50	40.00
4 to 6 ins.	3.50	30.00

LILAC, VILLOSA		
2 to 3 ft.	11.00	100.00
18 to 24 ins.	9.00	85.00

LOCUST, BLACK		
4 to 5 ft.	8.50	75.00
3 to 4 ft.	5.50	50.00
2 to 3 ft.	4.00	35.00

LOCUST, THORNLESS HONEY		
2 to 3 ft.	5.00	45.00
18 to 24 ins.	3.50	30.00
6 to 12 ins.	1.70	14.00

MAPLE, GINNALA		
12 to 18 ins.	4.00	35.00
6 to 12 ins.	3.00	25.00

MULBERRY, RUSSIAN		
2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.00	25.00
6 to 12 ins.	1.10	12.00

OAK, BUR		
12 to 18 ins.	8.50	80.00
9 to 12 ins.	7.00	65.00
6 to 9 ins.	5.50	50.00

OAK, PIN		
9 to 12 ins.	7.00	65.00
6 to 9 ins.	5.00	45.00

OAK, RED		
9 to 12 ins.	7.00	65.00
6 to 9 ins.	5.50	50.00

OLIVE, RUSSIAN		
6 to 12 ins.	2.40	20.00

SINEBARK, RAMALEYI , semidwarf, northern		
18 to 24 ins.	6.00	55.00
12 to 18 ins.	4.50	40.00

PRUNUS MELANOCARPA (Western Black Choke Cherry), 8 to 15 ft.		
6 to 9 ins.	3.50	30.00
4 to 6 ins.	2.50	20.00

PRUNUS PADUS COMMUTATA (Mayday Tree), 10 to 15 ft.		
3 to 4 ft.	12.00	110.00
2 to 3 ft.	8.00	75.00

PRUNUS SEROTINA (Wild Black Cherry), 30 to 40 ft.		
2 to 3 ft.	5.50	50.00
18 to 24 ins.	4.50	40.00
12 to 18 ins.	3.50	30.00

REDBUD		
2 to 3 ft.	14.00	120.00
18 to 24 ins.	10.00	90.00
12 to 18 ins.	7.50	65.00

RIBES AUREUM		
9 to 12 ins.	5.00	50.00
6 to 9 ins.	4.50	40.00

ROSE, HANSEN HEDGE		
2 to 3 ft.	7.50	65.00
18 to 24 ins.	5.50	50.00
12 to 18 ins.	4.50	40.00
6 to 12 ins.	3.00	25.00

The following varieties can and being used as understocks.

	Per 100	Per 1000
PRUNUS AMERICANA (American Plum)		
1/4-in. cal. (approx. 2 to 3 ft.)	\$ 5.00	\$ 45.00

PRUNUS BESSEYI (Western Rush Cherry)		
3 to 4 ft.	14.00	125.00
2 to 3 ft.	10.00	90.00

PRUNUS FRUTICOSA (Mongolian Cherry), 3 to 4 ft.		
18 to 24 ins., br.	11.00	100.00
1/4-in. cal. (approx. 12 to 18 ins.)	8.00	75.00

PRUNUS HORTULANA , a nonsuckering American Plum, 8 to 12 ft.		
1/4-in. cal. (approx. 18 to 24 ins.)	5.50	50.00
1/4-in. cal. (approx. 12 to 18 ins.)	4.50	40.00

PRUNUS JAPONICA (Korean Cherry)		
2 1/2 to 3 ft.	8.00	75.00
12 to 18 ins.	8.00	75.00

PRUNUS SPINOSA (European Plum, black thorn), 3 to 5 ft.		
1/4-in. cal. (approx. 12 to 18 ins.)	8.00	75.00
1/4-in. cal. (approx. 8 to 12 ins.)	6.50	60.00

PRUNUS TOMENTOSA (Nanking Cherry), 5 to 6 ft.		
2 to 3 ft.	13.00	120.00
18 to 24 ins.	10.00	90.00

RUSSIAN ARTEMISIA		
3 to 4 ft.	8.00	75.00
2 to 3 ft.	6.50	60.00

SILVERBERRY (<i>Elaeagnus commutata</i>)		
6 to 9 ins.	4.00	35.00
4 to 6 ins.	2.50	20.00

VIBURNUM LENTAGO		
6 to 12 ins.	9.00	80.00
4 to 6 ins.	5.50	50.00

VIBURNUM OPULUS		
12 to 18 ins.	10.00	90.00
6 to 12 ins.	9.00	80.00
4 to 6 ins.	5.50	50.00

WALNUT, BLACK		
2 to 3 ft.	6.50	60.00
18 to 24 ins.	4.50	40.00
12 to 18 ins.	3.50	30.00
6 to 12 ins.	2.50	20.00

sity of Rhode Island, Kingston; Dr. James Horsfall, director of Connecticut agricultural experiment station, New Haven, and Dr. B. L. Ticknor, assistant research professor of nursery culture, University of Massachusetts, Amherst. An open discussion will be held at the conclusion of these reports.

Different aspects of the topic, "What Is a Fair Mark-Up on Plant Material from the Retailer to the Consumer?" will be presented by Harold Stevenson, Stevenson Land-

scape Service, Rockland, Mass.; Raymond S. McLay, and Milford Lawrence, H. V. Lawrence, Inc., Falmouth, Mass. "Wholesale Reply to the Retailer" will be given by Jack Brownell, Rhode Island Nurseries, Newport, R. I.; Chester E. Hogan, C. R. Burr & Co., Inc., Manchester, Conn., and Lester Needham, Adams Nursery, Inc., Springfield, Mass. After their addresses, the topic will be opened so a general discussion can be held.

Wednesday afternoon will be de-

voted to five round-table discussions: "Insects and Entomology," moderated by Dr. T. W. Kerr; "Merchandising," moderated by Frank Patrisi, Patrisi-Nursery-Center, Inc., West Hartford, Conn.; "Advertising and Sales Methods," moderated by Raymond McLay; "Landscaping," moderated by George Tuoti, Tuoti Landscape Co., Ridgefield, Conn., and "Propagating," moderated by Martin VanHof, VanHof Nurseries, Newport, R. I. and Case Hoogendoorn, Case Hoo-

gendoorn. Later in these discussions. At the committee members and tion of Nursery by Dr. the Ar Plain, M rial for afternoon introduc

SHRUBS—Continued

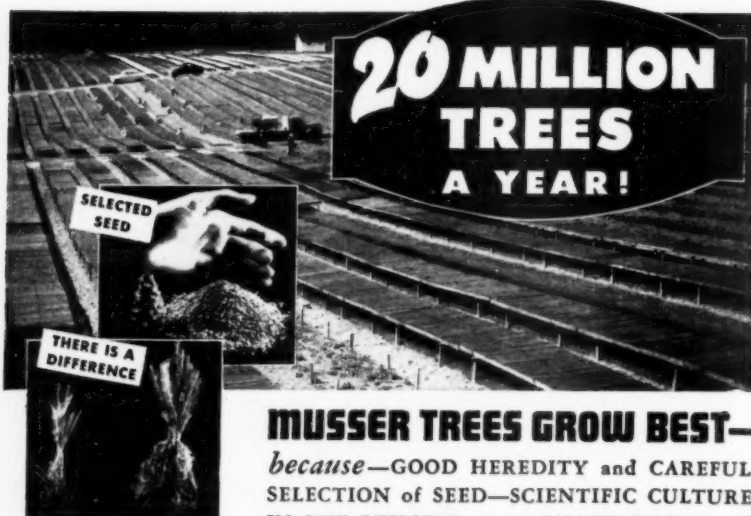
	Per 19	Per 100
Forsythia intermedia		
2 to 3 ft.	\$6.00	\$55.00
18 to 24 ins.	5.00	45.00
12 to 18 ins.	4.00	35.00
Honeysuckle, Carlton, red, from		
3 to 4 ft.	6.50	60.00
2 to 3 ft.	5.50	50.00
18 to 24 ins.	4.50	40.00
Hydrangea P. G.		
18 to 24 ins.	5.50	50.00
12 to 18 ins.	3.50	30.00
Kolkwitzia amabilis (Beauty Bush)		
18 to 24 ins.	5.50	50.00
12 to 18 ins.	3.50	30.00
Lilac, Persian Red		
3 to 4 ft.	7.50	70.00
2 to 3 ft.	6.00	55.00
18 to 24 ins.	5.00	45.00
Lilac, rothomagensis		
2 to 3 ft.	6.00	55.00
18 to 24 ins.	5.00	45.00
Lilac, japonica.		
2 to 3 ft.	6.50	60.00
18 to 24 ins.	4.50	40.00
French Lilac, 2 to 3 ft.	8.50	80.00
18 to 24 ins.	6.50	60.00
12 to 18 ins.	4.50	40.00
Alphonse LaValle, D-lilac, 2 to 3 ft., 18 to		
24 ins.	5.00	45.00

SHRUBS

Belle de Nancy , D-rose, W-center, 18 to 24 ins., 12 to 18 ins.		
Chas. Joly , D-rich red, 2 to 3 ft., 18 to 24 ins., 12 to 18 ins.		
Chus. X , S-red, 18 to 24 ins., 12 to 18 ins., 2 to 3 ft.		
DeCuisine , S-azure-blue, 18 to 24 ins., 12 to 18 ins.		
Gen. Sheridan , D-white, 2 to 3 ft., 18 to 24 ins., 12 to 18 ins.		
Jacques Callot , S-violet, 18 to 24 ins., 12 to 18 ins.		
Mme. Abel Chateaux , D-white, 2 to 3 ft., 18 to 24 ins., 12 to 18 ins.		
Michel Buchner , S-lilac, 18 to 24 ins., 12 to 18 ins.		
Fres. Grevy , D-bluish-lilac, 2 to 3 ft., 18 to 24 ins., 12 to 18 ins.		
Fres. Lincoln , S-blue, 18 to 24 ins., 12 to 18 ins.		
Vanhan , D-lilac, bluish, 3 to 4 ft., 2 to 3 ft., 18 to 24 ins.		
Waldeck-Rousseau , D-lilac-pink, 18 to 24 ins., 12 to 18 ins.		
Wm. Robinson , D-reddish-purple, 2 to 3 ft., 18 to 24 ins., 12 to 18 ins.		
	Per 10	Per 100
Philadelphus Glacier , 2 to 3 ft.	\$6.50	\$60.00
18 to 24 ins.	5.50	50.00
12 to 18 ins.	3.50	40.00
Philadelphus lemoinei , 2 to 3 ft.	6.00	55.00
18 to 24 ins.	4.50	40.00
Spiraea froebeli , 15 to 18 ins.	4.00	35.00
12 to 15 ins.	3.50	30.00
Spiraea multiflora , 2 to 3 ft.	6.00	55.00
18 to 24 ins.	4.50	40.00
12 to 18 ins.	2.90	25.00
Spiraea thunbergi		
2 to 2½ ft.	5.50	50.00
18 to 24 ins.	4.50	40.00
12 to 18 ins.	2.90	25.00
Spiraea vanhouttei , 2 to 3 ft.	4.50	40.00
18 to 24 ins.	3.50	32.00
12 to 18 ins.	2.60	22.00
Viburnum opulus , 18 to 24 ins.	5.50	50.00
12 to 18 ins.	3.50	30.00

FREMONT, NEB.

While the business sessions of the 18th winter meeting of the West Virginia Nurserymen's Association at the Ruffner hotel, Charleston, are



20 MILLION TREES A YEAR!

MUSSEY TREES GROW BEST—

because—GOOD HEREDITY and CAREFUL
SELECTION of SEED—SCIENTIFIC CULTURE
IN THE NURSERY assure HEAVY ROOTS and
STURDY TOPS. Our TREMENDOUS VOLUME
enables us to offer MORE FOR YOUR MONEY.

Bundle of 15 Mussey seedlings,
at right, compared with bundle
of 15 ordinary seedlings.

As much difference in seed as in common and purebred cattle.

SEEDLINGS AND TRANSPLANTS AT LOW, QUANTITY PRICE

	Per 100	Per 1000		Per 100	Per 1000
● SPECIAL STRAIN SCOTCH PINE					
Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed specimens, with rich color.					
2-yr., S., 4 to 8 ins.	\$ 7.00	\$ 35.00			
4-yr., T., 6 to 12 ins.	20.00	100.00			
● MUGHO PINE					
4-yr., S., 6 to 10 ins.	10.00	50.00			
5-yr., T., 6 to 12 ins.	25.00	125.00			
● AUSTRIAN PINE					
3-yr., S., 8 to 14 ins.	8.00	40.00			
● BLACK HILLS SPRUCE					
3-yr., S., 4 to 8 ins.	7.00	35.00			
4-yr., S., 6 to 10 ins.	10.00	50.00			
4-yr., T., 5 to 10 ins.	17.00	85.00			
● NORWAY SPRUCE—Fast-growing					
Special strain of our own collection.					
2-yr., S., 5 to 10 ins.	7.00	35.00			
3-yr., S., 8 to 14 ins.	10.00	50.00			
5-yr., T., 12 to 18 ins.	30.00	.....		
Excellent understock.					
● WHITE SPRUCE					
3-yr., S., 8 to 12 ins.	8.00	40.00			
● COLORADO BLUE SPRUCE					
3-yr., S., 5 to 10 ins.	10.00	50.00			
5-yr., T., 8 to 12 ins.	35.00	175.00			
● DOUGLAS FIR					
3-yr., S., 6 to 8 ins.	10.00	45.00			
● AMERICAN ARBORVITAE					
3-yr., S., 6 to 10 ins.	8.00	40.00			
● CANADIAN HEMLOCK					
3-yr., S., 8 to 14 ins.	17.00	85.00			
● RED BARBERRY					
2-yr., S., 8 to 14 ins.	11.00	55.00			
3-yr., S., 12 to 18 ins.	15.00	75.00			
● CONCOLOR FIR					
2-yr., S., 3 to 6 ins.	10.00	50.00			
● JAPANESE YEW					
<i>Taxus cuspidata capitata</i> —upright pyramidal					
2-yr., S., 3 to 6 ins.	\$20.00	\$175.00			
<i>Taxus cuspidata</i> —spreading					
1-yr., T., 5 to 6 ins.	20.00	150.00			
2-yr., T., 8 to 12 ins.	40.00	350.00			
<i>Taxus hicksii</i> —upright					
1-yr., T., 5 to 6 ins.	25.00	175.00			
2-yr., T., 6 to 10 ins.	40.00	.....		
<i>Taxus Moon's columnaris</i>					
1-yr., T., 4 to 6 ins.	25.00	175.00			
<i>Taxus brownii</i>					
1-yr., T., 4 to 6 ins.	25.00	175.00			
2-yr., T., 6 to 10 ins.	40.00	350.00			
<i>Taxus hatfieldii</i> —upright					
1-yr., T., 4 to 6 ins.	25.00	175.00			
<i>Taxus intermedia</i> —spreading					
1-yr., T., 4 to 6 ins.	25.00	175.00			
2-yr., T., 6 to 8 ins.	40.00	350.00			
● JUNIPER HETZLI GLAUCOA					
1-yr., T., 5 to 7 ins.	25.00	200.00			
● GLOBE ARBORVITAE					
<i>Woodwardii</i>					
1-yr., T., 4 to 6 ins.	30.00	250.00			
<i>Hovey's</i>					
1-yr., T., 4 to 6 ins.	30.00	250.00			
● PYRAMIDAL ARBORVITAE—Compacta					
1-yr., T., 5 to 7 ins.	25.00	200.00			
● JAPANESE HOLLY					
<i>Ilex rotundifolia</i>					
1-yr., T., 5 to 6 ins.	20.00	175.00			
2-yr., T., 6 to 8 ins.	30.00	250.00			
<i>Ilex convexa</i>					
1-yr., T., 4 to 6 ins.	20.00	175.00			
● WHITE DOGWOOD					
Seedlings, 12 to 18 ins.	10.00	50.00			
Seedlings, 18 to 24 ins.	13.00	65.00			

ORDER NOW!

Write or
Phone 5-5686

Many Other Evergreen Items—Rhododendrons and Azaleas
—Our cold storage permits late shipments—

No charge for packing and boxing.
SEND FOR COMPLETE CATALOG and WHOLESALE PLANTING
LIST — also famous CHRISTMAS TREE GROWERS' GUIDE.

MUSSEY FORESTS

Box 16-B
INDIANA, PENNA.

scheduled for February 8, a banquet at Humphey's Dairy Bar will be held the preceding evening, February 7.

At the business meeting, which will be called to order at 8:30 a. m., committee reports and discussions of next summer's meeting will be first in order. After that, Curtis H. Porterfield, secretary of the American Association of Nurserymen, will talk on the "Tree Care Practice Act," and his remarks will be followed by a general discussion on a tree care bill.

The rest of the morning will be devoted to a panel discussion of "Problems of the Nursery Industry," with the following speakers participating: Norman Cole, Jr.; William Springer; Atlee Conner; Glenn Lockhart, and Fred Wildern.

After luncheon, there will be a tour of local nurseries.

PENNSYLVANIA AGENDA

Recently released by the Pennsylvania Nurserymen's Association, the program for its annual meeting to be held February 13 and 14 at the Warwick hotel, Philadelphia, Pa., features a morning of round-table discussions Wednesday, February 13.

The subject for the first round table will be "Garden Mart (Increasing Sales)," with James Feeney, Feasterville; John Eisler, Eisler Nurseries, Butler, and William Colsey, Philadelphia, participating. The second discussion topic is "Shade Tree Ordinances," which will be taken up by Herbert Hoechstetter, Hoechstetter's Nursery, Verona; Jack Kneally, and Robert Meahl. At the third round table, "Landscape Design" will be discussed by Jesse Flory, Stroudsburg; Owen Schmidt, and Jules Gregory.

The afternoon session will open with addresses delivered by the association president, Arthur B. Copenhaver, Copenhaver's Nurseries, Mechanicsburg, and by officers of the American Association of Nurserymen. Kenneth Leighton will explain "The Funded Liquidation Plan for the Nurseryman's Estate," and Joseph Langran, landscape architect, Philadelphia, will discuss "How Landscape Contractors Can Work with Landscape Architects." The annual meeting of the Pennsylvania chapter, A. A. N., will conclude the afternoon program. A cocktail hour and banquet will be held in the evening, featuring presentation of annual awards of the association.

A business session opens the program Thursday morning, which continues with a report by Curtis H.

1957

IS THE BIG YEAR FOR RA-PID-GRO

The original liquid plant food!

HOW TO DOUBLE PLANT FOOD SALES

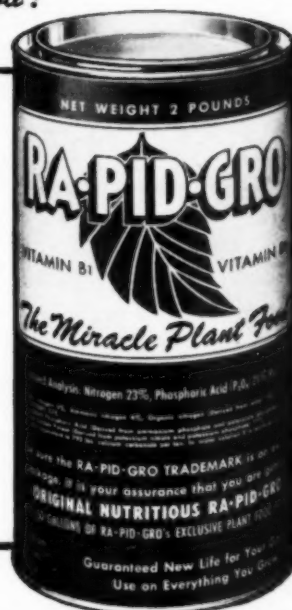
Ra-pid-gro's magic name and unique uses will make consumer demand grow and grow. Page ads will appear in garden magazines from now until Fall, featuring latest discoveries on Leaf Feeding, Bark Feeding, Use with Antibiotics, Hot Weather Benefits, Fall "Winterizing", Combining with Insecticides, Bulb Dipping, etc. Ad reprints to all dealers.

Local Newspaper Ads Work All Season

Heavy advertising schedules will start on garden pages of all key newspapers in March, continuing through August . . . and beyond! Through careful timing, and close cooperation with newspapers and Ra-pid-gro distributors, these newspaper ads will force gardeners right in to you asking for "Ra-pid-gro". These ads will put money in your pocket!

Display Material, Ad Mats, Publicity, Sales Aids

During the long selling season, every dealer will get several kits of sales-packed display material. This will feature Ra-pid-gro's unique uses and benefits. Mats and other usual sales aids available, plus supporting Ra-pid-gro publicity.



RA-PID-GRO Best For Your Customers

Best "All-Purpose" Plant Food

From African Violets to Zoysia grass, Ra-pid-gro feeds everything that grows. From seed soaking to tree feeding, it gives every user fast, satisfying results. Clean, odorless and harmless to handle. Quick and easy to apply. Non-burning even in hottest weather. Ra-pid-gro is the ONE ideal plant food for all gardeners, whether they're beginners or professionals.

Applied in A Dozen Different Ways

Your customers can spray it on. They can sprinkle it on. Water plants in with it. Use it as a dip. Syringe house plants, flood window boxes, sub-irrigate planters. They can combine it with insecticides and antibiotics. Use it with hose-end sprayers, siphons, tanks or whatever way is easiest. No matter how they use it, Ra-pid-gro does an amazing job . . . fast!



Leaf Feeding Means More Sales

Feeding plants thru the leaves as well as the roots will increase plant food profits.



FAST TURN-OVER FROM THIS DISPLAY RACK

Simply put this colorful Display in a feature spot, and back it up with a good shelf stock. (No charge for rack.) Ra-pid-gro will be a fast-selling, high-profit item. All ads will feature the green-and-white Ra-pid-gro can, tell about "Foliar Feeding", Antibiotics.

For dealers NOT now handling Ra-pid-gro

MAIL COUPON FOR COMPLETE INFORMATION

A few distributorships open. Write or call Dansville 325 for information.

RA-PID-GRO

RA-PID-GRO CORP.

DANSVILLE, N. Y.

RA-PID-GRO Dealers Enjoy These Advantages

Sales Increase Year-After-Year

Public demand for Ra-pid-gro increases every year . . . while imitators come, and go, like flies. Your customers will read and hear about Ra-pid-gro's unique advantages, unusual benefits. When they use it, they'll see amazing results and come back for more.

Dealers report users who started with a 2 oz. packet, now buy 25 lb. drums!

Quick Turn-Over

No bulky bags. No inventory problems. No spoiling. Ra-pid-gro is a pure, concentrated plant food. Stock, display on counters, shelves. Ideal self-service. Big volume, small space.



TO PRESENT DEALERS

Your supplier will soon have ad schedules, proofs, mats, reprints, display material, etc. No need to mail coupon.

RA-PID-GRO CORPORATION, Dept. A-3
Dansville, New York

Please rush all information on how I can profit from your 1957 campaign. Also send names of Ra-pid-gro distributors near me.

Name

Firm

Address

City State

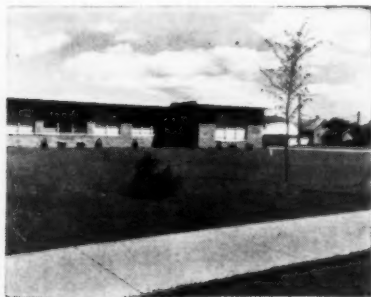
How to prepare and seed a lawn without hand labor



Here is the way the proposed 2-acre lawn looked after rough grading in the fall of 1953. Obviously there was a lot of work still to be done. Thanks to the Brillion Sure-Stand Landscape Seeder, however, it was all accomplished without any hand work—a saving in hand labor of \$210.00.



One pass over the area with the Brillion Landscape Seeder crushes all lumps...sows the seed accurately and uniformly at the rate you select...and then "tucks each seed to bed" in the top 1/4-inch of a clod-free seed bed that cuts waste and promotes high germination, healthy growth.



Here is the finished result, the following spring—a thick, heavy, vigorous lawn. Of this job the Luckow Landscape Service, Manitowoc, Wisconsin writes: "With hand labor it would have taken five men, three days at \$1.75 an hour to seed the 2-acre plot. We seeded it with one man in less than three hours with a Brillion".

THE new Brillion 5'4" Landscape Seeder eliminates more hand labor than any other seeding method. Finishes lawns ahead of schedule and gets a sure, even catch at less cost for labor and seed. Quickly pays for itself out of the savings it makes.

Close coupled, the Brillion works close to fences, building foundations. Instant shut-off makes seeding even small home projects more practical. Seeds right up to walks and drives.

The Brillion method is scientifically proven. It sows *all* lawn seed mixtures at a controlled depth of 1/4-inch. Every seed is firmed into clod-free soil, close to moisture and nourishment for a sure catch of grass.

See for yourself what this seeder can save. Write today. Available with 3-point hitch or standard drawbar model.

Brillion
SURE-STAND
LANDSCAPE SEEDER

Makes new Seeding Principle
Available to Landscape Contractors

BRILLION IRON WORKS, INC.
Dept. SG-26-2, Brillion, Wisconsin
Please send me prices and literature on the
Brillion Sure-Stand Landscape Seeder.

Name.....

Street.....

City.....

Zone.....

State.....

Porterfield, executive secretary, A. A. N., Washington, D. C., and an address by W. R. G. Bender, E. I. du Pont de Nemours & Co., Inc., Wilmington, Del., on "Theory and Practice in Effective or Good Employee Relations."

After luncheon is served, Phillip Alampi, New Jersey state secretary of agriculture, will discuss "TV Selling," and George Spicer, New York city housing authority, will speak on "We're Looking for Plant Material." The convention will be brought to a close with the installation of new officers.

ARBORISTS' CONVENTION

Members of National Arborist Association, Inc., attending their annual convention at the Hotel Statler, New York, N. Y., February 4 and 5, will meet for the first general session Monday morning, February 4.

Al Meserve, Albert W. Meserve Co., Danbury, Conn., will present "Finding the Profit in the Tree Business," and H. P. Quadland, director of public information for the American Association of Nurserymen, will speak on "Selling Tree Service Through Public Relations." The last address of the morning session will be delivered by Allan Wikman, director of education and research, General Adjustment Bureau, Inc., New York, N. Y., whose topic will be "Insurance for Shade and Ornamental Trees and Adjusting Losses."

Speaking in the afternoon, Oliver A. Deakin, New Jersey state highway department, Trenton, N. J., will outline "Opportunities for Arborists in Highway Landscaping." "Future Role of Chemicals in Plant Growth Control" will be discussed by Jack P. Taylor, agricultural chemicals division, American Chemical Paint Co., Ambler, Pa. A speaker has not yet been announced for the topic "Opportunities for Arborists in Industrial Landscaping." A brief program will conclude the dinner served Monday evening.

"The Physical Preparation of Soil and Its Effect on Plant Growth" will be presented by Dr. Oscar Eichmann, Long Island Agricultural and Technical Institute, Farmingdale, N. Y., as the first item on Tuesday morning's agenda. In a panel discussion on tree feeding, Freeman Parr, Parr & Hanson, Hicksville, N. Y., will present aspects of "Liquid Feeding," while Edwin E. Irish, Charles F. Irish Co., Cleveland, O., will explain the "Aero-Fertil Method." Another panel discussion will take up "Dutch Elm Disease—Progress in Control." The panel will be composed of rep-



The Home of POTTED liners that live TRADE MARK and Grow

SHRUBS

	Each 100	Each 1000
BERBERIS (Barberry)		
Mentorensis, 2 1/4-in. pots . . .	\$0.25	\$0.20
BUDLEIA (Butterfly Bush)		
Alternifolia, 2-in. pots . . .	.18	.16
CALLICARPA (Beauty-berry)		
Dichotoma, 2 1/4-in. pots . . .	.18	.16
CARYOPTERIS (Blue Mist)		
Incana, 2 1/4-in. pots . . .	.18	.16
COLATEA (Bladder Senna)		
Arborea, 2 1/4-in. pots . . .	.18	.16
COTONEASTER		
Divaricata, 2-in. pots . . .	.20	.18
DEUTZIA		
Corymbosa (Himalaya Deutzia)		
2 1/4-in. pots . . .	.18	.16
EUONYMUS		
Alatus, 2-in. pots . . .	.20	.18
Alatus compactus, 2-in. pots . . .	.22	.20
Europaeus, 2-in. pots . . .	.18	.16
FORSYTHIA (Golden Bell)		
Arnold's Giant, 2 1/4-in. pots . . .	.20	.18
Bronxensis, 2-in. pots . . .	.20	.18
Fortunei, 2-in. pots . . .	.18	.16
Lynwood Gold, 2-in. pots . . .	.20	.18
Spring Glory, 2 1/4-in. pots . . .	.20	.18
HYPERICUM (St. John's-wort)		
Hidecote, 2 1/4-in. pots . . .	.25	.20
Kalmianum, 2 1/4-in. pots . . .	.20	.18
KOLIKWITZIA (Beauty Bush)		
Amabilis, 2 1/4-in. pots . . .	.22	.20
LONICERA (Bush Honeysuckle)		
Clavey's Dwarf, 2 1/4-in. pots . . .	.22	.20
Fragrantissima, 2 1/4-in. pots . . .	.18	.16
Korolkowi floribunda,		
2 1/4-in. pots . . .	.18	.16
Morrowi, 2 1/4-in. pots . . .	.18	.16
Whorling, 2 1/4-in. pots . . .	.18	.16
Zabelli, 2 1/4-in. pots . . .	.18	.16
PHILADELPHUS (Mock Orange)		
Avalanche, 2 1/4-in. pots . . .	.18	.16
Belle Etoile, 2 1/4-in. pots . . .	.18	.16
Mont Blanc, 2 1/4-in. pots . . .	.18	.16

SHRUBS—Continued

	Each 100	Each 1000
PHYSCARPUS (Nine-bark)		
Opulifolius nanus (Dwarf),		
2 1/4-in. pots . . .	\$0.18	\$0.16
PRUNUS		
Glandulosa alba, 2 1/4-in. pots . . .	.20	.18
SAMBUCUS (Elder)		
Canadensis aurea, 2 1/4-in. pots . . .	.18	.16
SPIRAEA		
Anthony Waterer, 2 1/4-in. pots . . .	.19	.17
Arguta, 2-in. pots . . .	.18	.16
Fruebeli, 2 1/4-in. pots . . .	.18	.16
Japonica coccinea, 2-in. pots . . .	.20	.18
Thunbergi, 2 1/4-in. pots . . .	.18	.16

SHADE AND ORNAMENTAL TREES

	Each 100	Each 1000
ACER GINNALA (Amur Maple)		
3-in. pots . . .	\$25.00	\$200.00
KOELREUTERIA PANICULATA (Golden-Rain Tree)		
2 1/4-in. pots . . .	.25	.00
QUERCUS PALAESTRIS (Pin Oak)		
3-in. pots, 6 to 9 ins. . .	.15	.00
ULMUS CARPINIFOLIA (Buisman Elm)		
2 1/4-in. pots . . .	.50	.00
ZELKOYA SERRATA		
2 1/4-in. pots . . .	.40	.00

EVERGREENS

	Each 100	Each 1000
JUNIPERUS		
Chinensis pfitzeriana Kallay's		
Compact, 2 1/4-in. pots . . .	\$0.22	\$0.20
Chinensis pfitzeriana Silver-		
Blue, 2 1/4-in. pots . . .	.22	.20
Glaucous hetzi, 2 1/4-in. pots . . .	.20	.18
Kosteri plumosa, 2 1/4-in. pots . . .	.22	.20
Sabina, 2 1/4-in. pots . . .	.20	.18
Sabina tamariscifolia,		
2 1/4-in. pots . . .	.22	.20

BROAD-LEAVED EVERGREENS

	Each 100	Each 1000
COTONEASTER		
Adpressa praecox, 2-in. pots . . .	\$0.22	\$0.20
Divaricata, 2-in. pots . . .	.20	.18
EUONYMUS		
Fortunei coloratus		
2 1/4-in. pots . . .	.20	.18
Fortunei minimus, 2-in. pots . . .	.25	.22
Fortunei Sarcocoe, upright,		
2-in. pots . . .	.25	.20
Patens, small-leaved,		
2-in. pots . . .	.20	.18

	Each 100	Each 1000
PYRACANTHA (Fire Thorn)		
Coccinea, Vincent's Hardy		
Strain, 2-in. pots . . .	.18	.16
Coccinea pauciflora		
3-in. pots . . .	.25	.18
2-in. pots . . .	.18	.16

VINES AND GROUND COVERS

	Each 100	Each 1000
AMPELOPSIS		
Aconitifolia, 2 1/2-in. pots . . .	\$0.18	\$0.16
CELASTRUS (Bittersweet)		
Scandens (Fruiting Strain)		
2 1/4-in. pots . . .	.18	.16
EUONYMUS		
Fortunei coloratus,		
2 1/4-in. pots . . .	.20	.18
Fortunei minimus, 2-in. pots . . .	.25	.20
LONICERA (Honeysuckle)		
Japonica Purple-Leaved,		
2 1/4-in. pots . . .	.17	.15
Redgold (Tellmanniana),		
2-in. pots . . .	.20	.18
Sempervirens Yellow,		
2 1/4-in. pots . . .	.18	.16
POLYGONUM		
Reynowtria, 2 1/4-in. pots . . .	.20	.18

Write for complete price list.

THE WILLIS NURSERY CO.
 "Your Wholesale Nurserymen"
 OTTAWA, KAN.

BIRD PERENNIAL POTS

A better perennial pot for perennials, roses, vines and shrubs. Made of a tough material, with hard, smooth coating inside and out. Solid stapled bottom; openings for drainage.

Height	Top dia.	Per Case of 200	Per 1000	Weight Per 1000
5-in.	8-in.	\$13.60	\$65.00	325 lbs.
5½-in.	5-in.	8.50	39.50	165 lbs.
6½-in.	6-in.	12.10	56.50	220 lbs.
9½-in.	7-in.	14.50	69.00	355 lbs.

F.O.B. Chicago or East Walpole, Mass.

BIRD PAPER POTS

VITA-POTS: Grow and ship in the same pot—saves labor and leaves root ball undisturbed. Nutrient treatment, so successful in Vita-Bands, now applied to this sturdy resinous pot.

RED POTS: For shipping only. Not recommended for growing. Lightweight and sturdily made to protect root ball from breakage—inner wax coating prevents drying out. A must to preserve top quality of plants in transit.

	Prices per 1000	
	Vita-Pots	Red Pots
2-in.	\$14.60	\$ 8.60
2¼-in.	14.95	8.60
2½-in.	15.50	8.70
3-in.	17.40	9.15
3½-in.	22.70	12.20
4-in.	25.70	14.70
5-in.	33.40	18.15
6-in.	44.10	22.25

F.O.B. Chicago or East Walpole, Mass.

BIRD VITA-BANDS

VITA-BAND D

Contains root growth until grower chooses to let root through band. Only quick, slight pressure is needed to crack band. Do not remove Vita-Band D when transplanting. Band disintegrates in the soil, permitting free growth of roots from time of transplant. Nutrient-treated with quickly available plant food.

VITA-BAND 10

For short growing periods. Will usually contain root growth up to approximately 8 to 10 weeks. Nutrient-treated with quickly available plant food; your judgment determines need for additional feeding. Removed at time of transplant.

VITA-BAND H

New nutrient-treated successor replaces Vita-Band 40. Controls root growth of plants which demand extra-long growing periods.

	Price per 1000						
	1½x1½ x2½	1¾x1¾ x2½	2x2 x2½	2x2x3	2½x2½ x3	3x3x3	4x4x3
10	\$3.90*	\$4.20*	\$4.80*	\$5.30*	\$6.00*	\$6.90	\$ 9.00
D	\$4.05*	\$4.35*	\$4.50*	\$5.60*	\$6.05*	\$7.05	\$ 9.25
H	...	\$5.60	\$5.95	\$7.10	\$7.65	\$8.50	\$10.45
							\$12.90

*Packed 2000 per case. F.O.B. Chicago or East Walpole, Mass.

AMERICAN BULB COMPANY

1335 W. Randolph
CHICAGO 7, ILL.



Telephone:
HAYmarket 1-6774

representatives from different parts of the country.

John B. LaPorta, bureau of apprenticeship, United States Department of Labor, Trenton, N. J., will present the final talk of the convention, "Apprenticeship Training of Help." A general discussion to be held at the conclusion of Mr. LaPorta's address will close the program.

LAKE COUNTY TOPICS

The annual 1-day nursery school of the Lake County Nurserymen's Association will take place February 6 at Hellriegel's Inn, on Route 20, west of Painesville, O. The program will start at 9 a. m. and terminate at 5 p. m. with a workshop. Luncheon will be served at noon. In the evening members, guests and their wives and business associates are invited to attend a banquet. All nurserymen in Ohio and other states are invited to participate in the course.

Opening the program, Zolton Cavitch, Cleveland, O., a lawyer on the teaching staff of Western Reserve University, will discuss "Business and Organizational Problems," covering incorporation, partnerships and legal procedure.

Dr. R. B. Nieswander, of the Ohio state experiment station, Wooster, will talk on "New Insecticides and Revised Control Recommendations." Richard Plummer, Lake county engineer, will discuss "Drainage Problems."

Two panel discussions will follow. William Cole, Cole Nursery Co., Painesville, and two other trade members will speak on "Stock Record Control," while two other nurserymen, yet to be named, will talk on the subject of "Retailing."

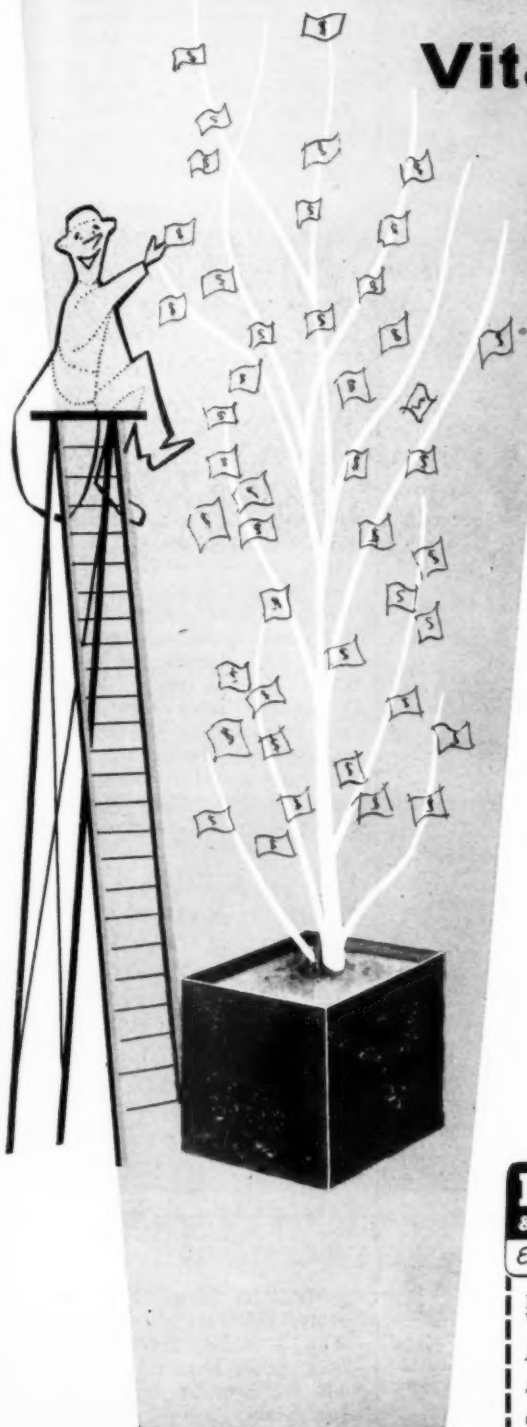
PENNSYLVANIA SCHEDULE

Lawrence D. Little, general chairman of the nurserymen's conference sponsored by Pennsylvania State University, University Park, Pa., has announced the dates of February 19 to 21 for the event.

This year the school of forestry of the agricultural extension service and the horticulture department have scheduled their annual meetings within the same week for the convenience of those growers who normally attend both conferences.

High lights of the conference will be talks and demonstrations on the subjects of landscaping, propagation, growing, merchandising, disease and insect control, plant materials and other related topics. James S. Wells, Red Bank, N. J., will speak on "Plant

You get a higher net for plants grown in **BIRD** **Vita-Bands**



Your net profit is higher on plants grown in Bird Vita-Bands because crop handling is more economical, plants are healthier — mature earlier, and plants command top prices. Vita-Bands take much less space than conventional round, tapered pots because Vita-Bands' straight sides fit together snugly — flush at both top and bottom. Yet there's plenty of room for healthy root growth. Bird Vita-Bands provide rigid root control until transplant time. Transplant shock is eliminated.

Bird Vita-Bands are nutrient saturated to feed plants during initial growth period. Vita-Band "10" contains roots from 8 to 10 weeks on annuals, perennials and vegetable plants. Vita-Band "H" is heavier — designed for growing periods up to 40 weeks. Vita-Band "D" contains growth until you let roots through — is not removed at transplant time.

Order from your distributor or send coupon for free literature.

PRICES & SIZES — Bird Vita-Bands

	1½ x 1½ x 2½	1¾ x 1¾ x 2½	2 x 2 x 2½	2 x 2 x 3	2½ x 2½ x 3	3 x 3 x 3	4 x 4 x 3	4 x 4 x 4
VITA-BAND "10"								
Price Per M	\$3.90	\$4.20	\$4.80	\$5.30	\$6.00	\$6.90	\$9.00	\$11.25
Quantity Per Case	2,000	2,000	2,000	2,000	2,000	1,000	1,000	500
Weight Per Case	33	38	42	51	63	37	50	33
VITA-BAND "H"								
Price Per M		\$5.60	\$5.95	\$7.10	\$7.65	\$8.50	\$10.45	\$12.90
Quantity Per Case		1,000	1,000	1,000	1,000	1,000	500	500
Weight Per Case		26	30	36	44	52	35	46
VITA-BAND "D"								
Price Per M	\$4.05	\$4.35	\$4.90	\$5.60	\$6.05	\$7.05	\$9.25	\$11.60
Quantity Per Case	2,000	2,000	2,000	2,000	2,000	2,000	1,000	1,000
Weight Per Case	18	21	23	28	34	40	27	35

See your distributor for delivered prices.

BIRD

& SON, inc.

Established 1893

Also Manufacturers of Roofing and Flooring Materials

Bird & Son, inc.
Dept. AN-9
East Walpole, Massachusetts

Please send me full literature and growing instructions on Bird Vita-Bands.

Name.....

Street & No.....

City & State.....

Your PROFITS Grow in our Hardy Outdoor-Grown Liners



BAKER ARBORVITAE

Made from larger cuttings. Grown in larger pots — grown outdoors, bringing you more for your money.

2 1/2-in. deep pots 19c

All pot-grown plants shipped in wax paper cups. Packed 100 per carton. NO charge for packing.



VON EHRON JUNIPER

Also made from big cuttings and grown into some of the nicest we have produced.

2 1/2-in. deep pots 20c

— OTHER LINERS —

Nandina	17c	Burford Holly	18c
Bluespire Arborvitae	20c	Japanese Holly	19c
Goldcone Arborvitae	20c	Ilex crenata bullata	19c
Bonita Arborvitae	20c	Yaupon Holly, cuttings	18c
Goldspire Arborvitae	20c	Boxwood, sempervirens	19c
Bluecone Arborvitae	20c	Euonymus pictus	17c
Excelsa Arborvitae	20c	Florida Jasmine	17c
Hetz Juniper	19c	Parker's Jasmine	20c
Irish Juniper	15c	Goldnet Honeysuckle	17c
Kiyonoi Juniper	15c	Purple Honeysuckle	17c
Procumbens Juniper	20c	Yunnan Honeysuckle	17c
Sylvestris Juniper	17c	Mimosa, seedlings, B.R.	\$50.00 per 1000.
Vase-shape Juniper	17c	Red Pyracantha, extra-large	19c
Cornuta Holly	18c	Orange Pyracantha	19c

10% CASH DISCOUNT

VERHALEN NURSERY

Company

Phone Marshall 5-6641

SCOTTSVILLE, TEXAS

Your Profits Grow in Verhalen Plants

Propagation." Frederick Peck, landscape architect of Philadelphia, and Dr. William Snyder, head of the ornamental horticulture department at Rutgers University, New Brunswick, N. J., will be guest speakers.

Albert F. W. Vick, Jr., Vick's Wildgardens, Gladwyne, Pa., will present the topic "Wildflowers as a Tool to Delicate and Subtle Color," illustrated with color slides. Prof. A. O. Rasmussen will discuss "Better Selling Techniques for More Profit," with Prof. R. P. Meahl giving his "Preferred List of Trees, Shrubs and Evergreens for the Beginning Nurseryman." Both speakers are faculty members at Pennsylvania State University.

No advanced registration is required; however, nurserymen may wish to arrange for lodging with any of the numerous motels servicing the state college area.

OHIO GARDEN SHOW

The central Ohio garden and outdoor living show will be held February 22 to March 3 at the Ohio state fairgrounds coliseum, Columbus, O.

The central area of the coliseum will be devoted to flower beds, lawns, shrubs and an outdoor living display. Arrangements for lectures and motion pictures to be presented at the show are being completed by one of the planning committees, which are headed by members of the Central Ohio Garden Supply Association. Landscape nurserymen, landscape architects and garden clubs are also taking part. Among the committee chairmen are Harry Babbert, Boulevard Gardens, Columbus, O., and Brett Slemmons, Slemmons Gardens, Worthington, O.

CANCEL HARTFORD SHOW

A difficult labor situation has caused the cancellation of the annual Hartford, Conn., spring garden and flower show, the Hartford Times, for many years sponsor of the event, has announced. The newspaper stated that the cancellation was made necessary by the withdrawal of 90 per cent of the nurserymen who had previously supported the event. The nursery owners cited labor problems as their reason for not participating this year.

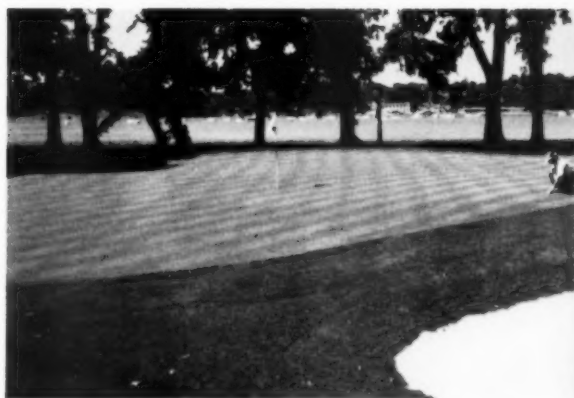
MARCH 16 to 24 are the dates of the California international flower show, according to William A. Rodman, general manager. The event will be held at Hollywood Park, Inglewood, Calif.

To grow better turf, ornamentals and flowers use **Du Pont Uramite**[®] FERTILIZER COMPOUND as the base of your fertilizer program

Maintenance of an adequate level of available nitrogen in the soil is the most important single contribution any fertilization program can make to the growing of better turf, ornamentals and flowers. Du Pont "Uramite" assures you of satisfying this requirement for nitrogen in an economical, efficient and convenient way.

Du Pont "Uramite" provides nitrogen to growing plants at the rate required for steady, even growth and vitality. For this reason it is used by more and more professional growers and superintendents... they can be sure of an adequate nitrogen level.

What's more, "Uramite" is concentrated, 38% nitrogen, which means less to handle and store. And, it's free-flowing, clean and odorless.



**For healthy, vigorous turf
—use URAMITE[®]**

Du Pont "Uramite" was applied to the turf at Rock Island Arsenal Golf Club, Davenport, Iowa, in the Fall of 1955, and again in the Spring of 1956. Mr. "Hank" Hennings, Superintendent, reported in July, 1956: "The greens now take heavy play, hot weather and high humidity better than any ever have in my 30 years' experience. I credit this to the healthy turf resulting from the strong root system and increase in population that has developed since I first applied Du Pont 'Uramite' last Fall."



**For hardy, compact ornamentals
—use URAMITE[®]**

These two-year-old golden arborvitae, a part of the "canning" operation at Perkins-deWilde Nurseries, received "Uramite" in January of 1956. Since "Uramite" releases nitrogen gradually and doesn't leach, plants are fed throughout the season. Note the dense, compact growth and good winter color.



**For steady, uniform growth of flower
—use URAMITE[®]**

Over a period of months, soil bacteria convert Du Pont "Uramite" to the nitrate form of nitrogen—the form plants absorb for growth. Nitrate nitrogen released at a steady, continuous rate from "Uramite" nourished these well-formed blue hydrangea at Perkins-deWilde Nurseries, Shiloh, N.



At Busch Stadium
St. Louis, Missouri

Du Pont **URAMITE**
FERTILIZER COMPOUND

built turf that
satisfies management
players and fans



Bill Stocksick, ground superintendent, applied

Du Pont "Uramite" to the turf at Busch Stadium, home grounds of the St. Louis Cardinals, at the rate of 20 lbs. per thousand square feet early in May, 1956. In August, Mr. Stocksick commented: "The performance of 'Uramite' has made it easier for me to keep the field more uniformly satisfying to the management, players, and fans than at any previous time. The grounds this year have been the best and most gratifying to me in my 45 years at Busch Stadium."

"The turf recovers quicker from hard play and the infield color comes back faster from the fading that naturally occurs when the turf is covered with tarps during rainy spells. I have never received so many compliments from the fans on the pleasing, restful appearance of the field."

You save time and labor with "Uramite" because its high concentration—38% nitrogen from methylene ureas—means there is less material to handle, store and apply. Du Pont "Uramite" is also clean, odorless and free-flowing at all times and under all conditions.

- "Uramite" provides the nitrogen foundation for your fertilizer program.
- "Uramite" releases nitrogen for long-term feeding.
- "Uramite" promotes healthy, vigorous turf; steady and hardy, compact ornamentals; uniform growth of flowers.



For steady nitrogen feeding —use URAMITE®

"Uramite" was applied to these lilies when they were potted in early December, 1955—they were still receiving nitrogen from the "Uramite" when this picture was taken in late February, 1956. The even nitrogen release from "Uramite", over prolonged periods, means less labor for you and more uniform feeding of the plants.

FREE BOOKLET shows the efficiencies and economies resulting from using Du Pont "Uramite" on turf, ornamentals and flowers. Use this coupon to get your copy.

E. I. du Pont de Nemours & Co. (Inc.)
Polychemicals Department, Room I
Wilmington 98, Delaware

NAME _____
FIRM _____
ADDRESS _____



Uramite®
FERTILIZER COMPOUND

BETTER THINGS FOR BETTER LIVING . . . THROUGH CHEMISTRY

YOU'LL LIKE NAUGHER'S QUALITY



NAUGHER'S Ready-to-plant Pfitzer Liners.



NAUGHER'S Field-grown Andorra Liners

FIELD-GROWN LINING-OUT STOCK

			Each per 100	Each per 1000	Each per 5000 to 15,000
Abelia Edward					
Goucher	1-yr.	6 to 12 ins.	15c	12 1/2c	10c
Abelia					
grandiflora . . .	1-yr.	6 to 12 ins.	15c	12 1/2c	10c
Andorra Juniper .	1-yr.	6 to 12 ins.	15c	12 1/2c	10c
Fastigiata Juniper .	1-yr.	6 to 12 ins.	15c	12 1/2c	10c
	2-yr.	8 to 18 ins.	20c	17 1/2c	15c
Greek Juniper . . .	1-yr.	6 to 12 ins.	15c	12 1/2c	10c
Hetz Juniper . . .	1-yr.	6 to 12 ins.	17 1/2c	15c	12 1/2c
Irish Juniper	1-yr.	6 to 12 ins.	15c	12 1/2c	10c
Pfitzer Juniper . .	1-yr.	6 to 12 ins.	20c	17 1/2c	15c
Compact Pfitzer					
Juniper	1-yr.	6 to 12 ins.	20c	17 1/2c	15c
Savin Juniper . . .	1-yr.	6 to 12 ins.	15c	12 1/2c	10c

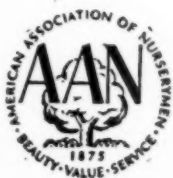
50 OR MORE PLANTS AT 100 RATE
300 OR MORE PLANTS AT 1000 RATE

1000 OR MORE PLANTS AT 5000 RATE
Please Order in Multiples of 25!

NAUGHER'S field-grown evergreen liners are produced under ideal conditions—properly irrigated, cultivated, fertilized, root-pruned—thus a hardy, well-rooted liner. Our liners are dug, graded and made ready for shipment within a 48-hour period. You can rest assured that Naugher's liners have not been stored except under nature's storage conditions.

Don't Delay . . . Book Your Order Now . . . Fall or Spring Delivery

Write today for fall and spring catalog.



NURSERY
Chase, Alabama

Telephone:
Huntsville, Ala.
Jefferson 4-0261
Day or Night

PRICES AND PROFITS

Comments on Business Management in the Nursery

By John J. Pinney

SHOPPING FALLACIES

Many nurserymen are too much concerned about their competitors. They feel that their prices must be as low as or lower than their competitors' or they will lose out. There are several fallacies in this thinking.

The average homeowner is not a shopper. If he has made up his mind that he wants to buy a flowering tree for his lawn he will visit the nursery where he usually buys, or if he has not been buying nursery stock he will elect to go to the nursery most conveniently located or to the one that has impressed him the most by its advertising.

He probably will have only a vague idea of what he wants, so he will have to depend upon the advice of the nurseryman. If the nurseryman does a good job of selling and the tree satisfies him, the chances are the homemaker will pay the price the nurseryman asks, provided, of course, he feels it is within his means. It is unlikely that he has any preconceived idea of what the tree is worth.

If the customer lives where there is only one nursery it is unlikely he will drive to the next town just to find another. If he lives in or near a large city he will not do a lot of driving from one nursery to another hoping to save a little. He probably realizes he isn't qualified to make intelligent comparisons as to quality and price. He has to place his confidence in someone, and he will maintain that confidence as long as he feels he is being treated fairly.

Customer's Attitude

Put yourself in the customer's place. What do you do when you decide to buy a pair of shoes? You probably go to the store that handles the brand you prefer and that has given you good treatment. When you are fitted with a pair you like, you buy them. You do not go to another store unless you are unable to find what you want in the first one.

You buy your groceries the same way. You go to the food store that has a good assortment and has courteous employees. You do not go to three or four food stores looking for the lowest prices.

Of course, there are exceptions to

this practice. You may see something advertised at what appears to be a low price and you visit the store to see if it is of good value. If it is, you buy it, but you probably will not buy anything else there unless you are already a regular customer.

There are habitual shoppers. They are constantly looking for bargains, going from store to store, buying only low-priced merchandise. They almost never become regular customers.

Cut-Price Problem

There are shoppers for nursery stock, too. When you advertise something at a low price or give something away these shoppers will show

up to take advantage of the bargains, but they will not call on you again until you offer another bargain. Such folks are not much good to any merchant.

In practically all of the larger cities one finds dealers in nursery stock who cater to the cut-price market. They handle only the poorest quality of nursery stock; oftentimes much of it is not adapted to the area in which it is being sold. Their facilities for caring for it are inadequate, and their knowledge of the merchandise is meager. They misinform their customers either through ignorance or stupidity.

Their customers are those who have had no experience in buying nursery stock and are attracted by the low prices. A rude awakening awaits them, because the bargains they buy and plant so carefully will not give the results they hoped for. Some of this cheap nursery stock will not even start to grow, some will survive only a short time and some

NORTHERN - GROWN STOCK

LANDSCAPE-SIZE SHRUBS			
<i>Clethra alnifolia</i>	Per 10	Per 100	
18 to 24 ins., clumps	\$4.00	\$35.00	
2 to 3 ft., clumps	6.00	50.00	
3 to 4 ft., clumps	8.00	70.00	
<i>Ilex verticillata</i>			
2 to 3 ft., clumps	6.00	50.00	
3 to 4 ft., clumps	7.00	60.00	
<i>Viburnum cassinoides</i>			
2 to 3 ft., clumps	6.00	50.00	
3 to 4 ft., clumps	8.00	70.00	
<i>Viburnum dentatum</i>			
2 to 3 ft., clumps	5.00	40.00	
3 to 4 ft., clumps	7.00	60.00	
SUGAR MAPLES			
	Unit price in quantities		
	10 to 50 to		
	45 250		
<i>Acer saccharum</i>			
1 1/4 to 1 1/2 -in. cal.	\$ 4.00	\$ 3.50	
1 1/2 to 1 3/4 -in. cal.	6.00	5.00	
1 3/4 to 2 -in. cal.	7.00	6.00	
2 to 2 1/2 -in. cal.	9.00	8.00	
2 1/2 to 3 -in. cal.	12.00	11.00	
CLUMP BIRCH			
<i>Paper Birch</i>	Per 10	Per 100	
4 to 6 ft.,			
3 stems and up	\$30.00		
6 to 8 ft.,			
3 stems and up	40.00		
<i>Gray Birch</i>			
4 to 6 ft.,			
3 to 6 stems	25.00	\$200.00	
6 to 8 ft.,			
3 to 6 stems	35.00	250.00	

PAPER BIRCH			
<i>Betula papyrifera</i>	Per 100	Per 1000	
2 to 3 ft.	\$12.00	\$100.00	
3 to 4 ft.	25.00	200.00	
4 to 6 ft.	40.00	350.00	
6 to 8 ft.	90.00		

LINING-OUT STOCK			
<i>Acer saccharum</i>			
2 to 3 ft.	12.00	100.00	
3 to 4 ft.	30.00	250.00	
4 to 6 ft.	60.00	500.00	
<i>Clethra alnifolia</i>			
6 to 18 ins.	8.00	70.00	
<i>Ilex verticillata</i>			
1 to 2 ft.	12.00	100.00	
<i>Syringa vulgaris</i>			
1 to 2 ft.	7.00	60.00	
<i>Viburnum acerifolium</i>			
6 to 18 ins.	12.00	100.00	
<i>Viburnum cassinoides</i>			
1 to 2 ft.	9.00	80.00	
<i>Viburnum dentatum</i>			
1 to 2 ft.	8.00	70.00	

HEMLOCK TRANSPLANTS			
<i>Tsuga canadensis</i>			
4 to 8 ins., trans., 2-2	16.00	150.00	
8 to 12 ins., trans., 2-2	25.00	200.00	
HEMLOCK SEEDLINGS			
<i>Tsuga canadensis</i>			
6 to 9 ins.	4.00	20.00	
9 to 12 ins.	6.00	45.00	
12 to 18 ins.	10.00	80.00	

All stock is first-quality collected material except as otherwise noted. Send for complete wholesale list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens. We do not have Japanese beetle.

ISAAC LANGLEY WILLIAMS

P. O. Box 352

EXETER, N. H.

QUALITY MERCHANDISE
AT REASONABLE PRICES

**VANDERBROOK
NURSERIES,
INC.**

MANCHESTER, CONN.

Wholesale Nurserymen Since 1922

EVERGREENS

300 acres of choice Evergreens
ready for immediate resale

Write for list.

GARDNER'S NURSERIES, Inc.
ROCKY HILL, CONN.

HEDGES?

WINDBREAKS?

FOR — beauty
— utility
— protection
— winter warmth

SCREEN OUT — noise
— wind
— unsightly objects

BORDERS TO — grounds
— property lines
— garden areas

HOW ABOUT THESE?

Hardy — Northern Field-Grown

With unrestricted root systems that make for

—sturdiness

—thriff

—abundant feeding fibers

—permanent strength against wind and drought

Per 100 Per 1000

Per 100 Per 1000

Abelia Edward Goucher Deep pink shading to a soft lavender. *6 to 12 ins., once transplanted	\$14.00	\$112.00
Abies concolor (White Fir) Symmetrical growth and beautiful bluish foliage. *3 to 6 ins., not transplanted	10.00	80.00
Aucuba japonica variegata (Gold Dust Aucuba) (Female) Leaves large, glossy, dark green splashed with gold. *9 to 12 ins., once transplanted	22.00	176.00
Sherwood Cerise Azalea A wonderful dwarf evergreen. Bright, clear cerise. *3 to 6 ins., once transplanted	15.00	120.00
Sherwood Orchid Azalea Flowers clear lavender. Hardy evergreen. 9 to 12 ins., twice transplanted B.R.	65.00	

DID YOU KNOW?

That the total length of the root hairs of a winter rye plant may be more than 6600 miles.

Sherwood Red Azalea Compact dwarf and evergreen. *3 to 6 ins., once transplanted	15.00	120.00
Berberis darwini (Darwin Barberry) Deep green, glossy. Bright orange flowers. *6 to 9 ins., once transplanted	18.00	144.00
Berberis julianae (Wintergreen Barberry) One of the best upright barberries. *1 to 3 ins., once transplanted	15.00	120.00
Berberis verruculosa One of the hardiest and best. *1 to 3 ins., once transplanted	15.00	120.00
Chamaecyparis lawsoniana minima glauca (Little Blue Cypress) A beautiful true dwarf, dark and dense, bluish-green foliage. *4 to 6 ins., twice transplanted	35.00	280.00
Chamaecyparis lawsoniana monumentalis Slender column, sky-blue or azure foliage. 5 to 6 ft., twice transplanted, B&B	223.00	
Chamaecyparis lawsoniana stewartii (Winter Golden Cypress) One of the most remarkable of conifers. 18 to 24 ins., twice transplanted, B.R., near specimen	45.00	
Chamaecyparis pisifera filifera nana aurea (Dwarf Golden Thread Cypress) heavy type. A compact mass of intensely golden filaments. *6 to 9 ins., once transplanted	20.00	160.00

Cytisus purgans (Provence broom)

Dwarf, hardy, compact. A profusion of yellow flowers.
*12 to 18 ins., once transplanted \$20.00 | \$160.00 |

Juniperus virginiana (Red Cedar) Dense green, darkening to a rich bronze in winter. *6 to 9 ins., not transplanted	11.00	88.00
Laurocerasus zabeliana (Zabel Laurel) Hardy, semidwarf and a good bloomer. *1 to 3 ins., once transplanted	11.00	88.00
Mahonia aquifolium (Oregon Grape) An ornate little evergreen shrub. *3 to 6 ins., once transplanted	12.00	96.00
Picea engelmannii (Engelmann Spruce) Narrow pyramid, bluish-green foliage. *6 to 9 ins., once transplanted	11.00	88.00

**Picea excelsa** (Norway Spruce)

Defies the blast in cold, exposed situations.
15 to 18 ins., once transplanted \$20.00 | \$160.00 |

Picea excelsa mucronata (Dwarf Norway Spruce) Dense, dwarf conifer. One of the best. 6 to 9 ins., twice transplanted, B.R., specimens	\$65.00	
Picea glauca albertiana (Alberta Spruce) Narrow pyramidal habit, dark green foliage. *1 to 3 ins., not transplanted	4.00	\$ 32.00
Picea glauca densata (Black Hills Spruce) A handsome hardy tree. *1 to 3 ins., not transplanted	4.00	32.00

DID YOU KNOW?

That *Laurocerasus* is an evergreen cherry.

Picea pungens (Colorado Spruce) One of the most desirable of the spruces. *6 to 9 ins., once transplanted	15.00	120.00
Pinus griffithii (Griffith Pine) Sometimes called the blue pine. Rare. *6 to 9 ins., not transplanted	11.00	88.00
Pinus jeffreyi (Jeffrey Pine) A rather open picturesque, spire-shaped conifer. *9 to 12 ins., once transplanted	18.00	144.00
Pinus mughus compacta (Mugho Pine) A dense, stout, dwarf evergreen. 6 to 9 ins., twice transplanted, B.R., near specimen	49.00	
Pseudotsuga douglasii (Douglas Fir) Colorado silver-gray strain, a truly stately tree. 12 to 18 ins., once transplanted	20.00	160.00
Taxus baccata (English Yew) This is the old favorite of English gardens. 12 to 15 ins., twice transplanted, B.R., hedge grade	61.00	
Taxus cuspidata (Japanese Yew) One of the most satisfactory of all dwarf evergreens. *8 to 9 ins., twice transplanted	24.00	192.00

DID YOU KNOW?

That the lift or pulling strength of sap in a tree is equal to 2250 lbs. per square inch (atmospheric pressure at sea level is 15 lbs. per square inch).

Thuja occidentalis (American Arborvitae) Makes fine low hedges or taller windbreaks. 18 to 24 ins., twice transplanted, B.R., hedge grade	49.00	
Tsuga mertensiana (Mountain Hemlock) Magnificent conifer native to rugged areas. *6 to 9 ins., once transplanted	18.00	144.00
18 to 24 ins., three times transplanted, B&B	122.00	

SHERWOOD PAYS THE COST

The prices here quoted include expert packing and delivery of lining-out stock to you, **all shipping charges prepaid** to any point in the United States, Canada and Alaska. Lining-out stock is marked with an asterisk*. The prices on B.R. stock are F.O.B. Gresham. No packing charge on any stock.
25 at 100 rate 250 at 1000 rate

SHERWOOD NURSERY CO.
Evergreens - PROPAGATORS AND GROWERS
WHOLESALE

CORBETT, OREGON

Wholesale list available — trade only.

(It contains complete descriptions)

FIELD-GROWN LINING-OUT STOCK

Transplanted stock grown in open field beds.

	Each Per 100	Each Per 1000
Azalea mollis (Chinese Azalea)		
6 to 8 ins., 2-yr., T.....	\$0.22	\$0.18
8 to 10 ins., 2-yr., T.....	.35	.30
10 to 12 ins., 3-yr., T.....	.65	.60
Azalea, Ghent (pontica), pastel shades		
5 to 8 ins., 3-yr., T.....	.25	.20
8 to 12 ins., 3-yr., T.....	.45	.40
Azalea schlippenbachii , bright pink		
2-yr., field bed, T.....	.28	.25
3-yr., field bed, T.....	.35	.32
Buxus sempervirens welleri (Weller's Hardy Boxwood)		
6 to 8 ins., 2-yr., T.....	.35	.32
8 to 10 ins., 3-yr., T.....	.45	.40
Chamaecyparis filifera aurea		
6 to 8 ins., 2-yr., T.....	.35	.30
8 to 10 ins., 3-yr., T.....	.45	.40
Chamaecyparis lawsoniana alumi		
8 to 10 ins., 2-yr., T.....	.35	.30
10 to 15 ins., 3-yr., T.....	.45	.40
Chamaecyparis plumosa aurea		
8 to 10 ins., 3-yr., T.....	.40	.35
10 to 15 ins., 3-yr., T.....	.50	.45
Euonymus fortunei carrierei		
12 to 15 ins., 3-yr., T.....	.35	.30
Euonymus fortunei coloratus		
Procumbent, broad-leaved creeper.		
6 to 10 ins., 2-yr., T.....	.25	.20
12 to 15 ins., 2-yr., T.....	.35	.30
Euonymus fortunei erectus (Big-leaved Winter Creeper)		
10 to 12 ins., 2-yr., T.....	.25	.20
12 to 15 ins., 2-yr., T.....	.35	.30
Euonymus radicans coloratus		
Small-leaved, procumbent creeper.		
10 to 15 ins., 2-yr., T.....	.25	.20
12 to 15 ins., 3-yr., T.....	.35	.30
Euonymus radicans vegetus		
8 to 12 ins., 2-yr., T.....	.30	.25
10 to 15 ins., 3-yr., T.....	.45	.40
Ilex crenata (Japanese Holly), pyramidal		
8 to 10 ins., 2-yr., T.....	.35	.30
10 to 12 ins., 3-yr., T.....	.45	.40
Ilex crenata convexa (bullata)		
8 to 10 ins., 2-yr., T.....	.38	.35
10 to 12 ins., 2-yr., T.....	.48	.45
12 to 15 ins., 3-yr., T.....	.65	.60

Ilex crenata hetzi An improved convexa (Bullata) type.		
8 to 10 ins., 2-yr., T.....	\$0.40	\$0.38
10 to 15 ins., 3-yr., T.....	.55	.50

Ilex rotundifolia (Round-leaved Japanese Holly)		
8 to 10 ins., 2-yr., T.....	.38	.35
10 to 12 ins., 2-yr., T.....	.48	.45
12 to 15 ins., 3-yr., T.....	.70	.60
Juniper, Andorra (Purple Andorra)		
8 to 10 ins., 3-yr., T.....	.45	.40
10 to 15 ins., 3-yr., T.....	.50	.45

SEEDLINGS

Christmas Tree Plantation

	Per 100	Per 1000	Per 1000 at rate
Blue Spruce (Picea pungens)			
4 to 8 ins., 2-yr., S.....	\$10.00	\$40.00	....
3 to 4 ins., 2-yr., S.....	8.00	30.00	\$25.00
2 to 3 ins., 2-yr., S.....	6.00	25.00	20.00

Concolor Fir

2 to 5 ins., 2-yr., S.....	12.00	50.00
----------------------------	-------	-------	------

Norway Spruce

6 to 10 ins., 2-yr., S.....	8.00	28.00	25.00
4 to 6 ins., 2-yr., S.....	6.00	22.00	20.00
2 to 4 ins., 2-yr., S.....	5.00	18.00	15.00

Scotch Pine

8 to 12 ins., 2-yr., S.....	8.00	30.00	....
4 to 8 ins., 2-yr., S.....	6.00	25.00	20.00
2 to 4 ins., 2-yr., S.....	5.00	20.00	18.00
2 to 6 ins., 3-yr., T.....	10.00	40.00	30.00

Austrian Pine

3 to 6 ins., 2-yr., S.....	8.00	25.00	20.00
2 to 3 ins., 2-yr., S.....	6.00	20.00	18.00
3 to 6 ins., 3-yr., T.....	10.00	50.00	....

(Once transplanted—see elsewhere on this list.)
100 at 100 rate; 1000 at 1000 rate;
5000 and up at 10,000 rate.

	Each Per 100	Each Per 1000
Juniperus glauca hetzi (Hetz Juniper)		
10 to 12 ins., 3-yr., T.....	\$0.15	\$0.38
12 to 15 ins., 3-yr., T.....	.55	.45
15 to 18 ins., 3-yr., T.....	.70	.60
Juniperus communis hibernica fastigiata (Compact Irish Juniper)		
12 to 15 ins., 3-yr., T.....	.45	.40
15 to 18 ins., 3-yr., T.....	.55	.50

Juniperus pfitzeriana compacta (Nelson's variety). Gray-blue Pfitzer, Shears compactly.		
6 to 8 ins., 1-yr., T.....	\$0.35	\$0.30
8 to 10 ins., 2-yr., T.....	.45	.40
10 to 15 ins., 3-yr., T.....	.65	.60

Juniperus pfitzeriana , regular		
8 to 10 ins., 2-yr., T.....	.45	.40
10 to 15 ins., 2-yr., T.....	.55	.50
Juniperus pfitzeriana aurea		
8 to 10 ins., 2-yr., T.....	.45	.40
10 to 15 ins., 3-yr., T.....	.65	.60
Juniperus stricta		
4 to 8 ins., 1-yr., T.....	.35	.32
8 to 12 ins., 3-yr., T.....	.45	.42

Lining-out Stock. 25 at the 100 Rate. 300 at the 1000 Rate.

TERMS: Free packing for cash with order, otherwise 1/2 deposit with order and balance C.O.D. Packing at cost. All shipments by railway express.

Write for our complete price list.

PALLACK BROS. NURSERIES, INC.

Phone: Zelienople 789 (or 644 evenings)

(We are not open Sundays)

(31 mi. north of Pittsburgh, Pa., on Rt. 19)
R. D. I, HARMONY, PA.

that does survive the first summer will succumb the first winter because it is not hardy. The disappointed and disillusioned customer is not likely to get any satisfaction from the dealer. The dealer knows that he will not sell that customer again, so he refuses to make any sort of adjustment.

Nuisance Operators

Such operators know that they have to get an entirely new batch of customers every year and in order to do it they have to sell cheap merchandise at low prices and advertise extensively. They never build up a regular clientele.

These unscrupulous dealers in nursery stock are a nuisance that one wishes could be controlled by legislation. However, no one has come up with a practical method of control by law. This situation is not peculiar to the nursery business. Almost ev-

ery industry has to contend with such operators. Florists have competition from street-corner operators who sell short-stemmed roses, carnations and gardenias for extremely low prices; for every good-quality electrical appliance put on the market, cheap substitutes are offered; high-quality clothing is aped in design and in shoddy materials, etc.

The legitimate nurseryman has little to fear in the long run from unscrupulous dealers in nursery stock. The bargain buyer usually learns his lesson after the first experience. Thereafter he will patronize established nurseries, knowing that he will have to pay higher prices to get good nursery stock.

Place for Fortitude

It may be that you have a competitor who sells good nursery stock at prices that are too low. This is a situation hard to face with equanim-

ity. You may be tempted to cut your prices to meet his, but that is to be resisted with all your fortitude.

Cutting prices is a risky practice which, if persisted in, is bound to lead to disaster. If you are certain that your prices are not higher than necessary to insure a fair profit, there are only two ways of looking at the situation. Either your competitor's prices are too low or your cost of operation is too high. If your costs are too high, it will be up to you to remedy that situation if you can. But if your competitor's prices are too low, it is only a question of time until he will have to raise his or go out of business.

The smart nurseryman offers his customer only good merchandise, renders courteous and intelligent service, keeps his cost as low as is consistent with his type of operation and charges prices that will insure him a fair profit.

GARD
Instan
Soluble
house
supple
thing t
Double
both lo
plants

Vigore, En

DANNY SHOWS HOW YOUR SALES CAN GROW!



Danny and his helpmate Dot
Look over lawn and garden plot,
Soon discover that they need
Help in fighting pest and weed.



They buy the brands they know best:
End-o-Weed and End-o-Pest,
From the makers of Vigoro!
That's how your sales and profits grow!

End-o-Pest and End-o-Weed Products make your garden department complete

Stock them—Display them

Priced to give you a good profit. Promoted to give you fast turnover

The BIG line for BIG profits



End-o-Pest Rose Dust

"Best," say rose growers. Controls all pests and diseases for which cures are known today. Easiest to use, most effective. In handy refillable dust guns with refill cartridges and in 20-oz. packages.



End-o-Pest Garden Dust

Big repeat item. Used regularly to control all types of fruit and vegetable insects and diseases. Safe to use. Available in applicator guns, refill cartridges and 2-lb. canisters.



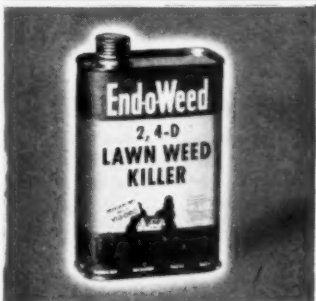
End-o-Pest Garden Spray

Contains Malathion for sure death for hard-to-kill insects that attack vegetables and ornamentals. Easy to mix. Safe. Used throughout growing season. Available in 2-oz. and 6-oz. sizes.



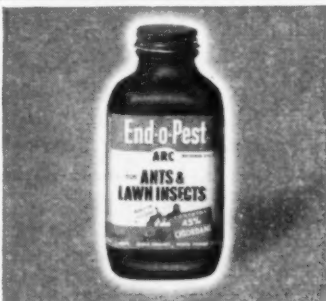
End-o-Pest Tree Spray

Big seller, protects home owner's favorite trees—evergreen, fruit and ornamental. Controls chewing and sucking insects and many fungus diseases. All purpose. Available in 1-lb. and 3-lb. canisters.



End-o-Weed Lawn Weed Killer

Sure death for weeds. Doesn't harm grass. Easy to use, especially with Side Spray that fits ordinary gallon jug. Available in 8-oz. and qt. cans. Special End-o-Weed for crabgrass and chickweed in 7-oz. and 22-oz. cans.



End-o-Pest ARC Ant and Lawn Insect Control

In two forms: Dust—available in 1-lb. and 4-lb. canisters, controls ants, grubs and other soil insects. Liquid form—in 6-oz. and pint bottles—controls household pests as well.

GARDENERS COUNT ON IT!

Instant Vigoro Complete Water-Soluble Plant Food is ideal for house plants, transplanting and supplemental feedings of everything that grows—lawns included. Double-acting: feeds plants thru both leaves and roots. Benefits plants in matter of hours.



Vigoro, End-o-Pest and End-o-Weed are trademarks of Swift & Company

Stock and display these Vigoro Plant Foods too:

Vigoro Complete Rose Food • Special Vigoro for camellias and azaleas • Vigoro plus Chlordane • Vigoro Complete Plant Food

GOLDEN VIGORO COMPLETE LAWN FOOD

See your local Vigoro Plant Food Representative or write

SWIFT & COMPANY

Plant Food Division • Chicago, Illinois



"I'll never again plant... ...without using *Pano-drench*"

"I'll never again plant without using PANO-DRENCH."

That's the unsolicited praise of a Maine greenhouseman... just one of many growers who have taken the time to write words of praise for this remarkable product which has now been commercially available for two years.

From Wisconsin: "Last year we kept re-planting. This year we plant and they stay planted."

From Illinois: "I recommend PANO-DRENCH to any grower who wishes to prevent damping-off."

From California: "We use it on every seedling we grow."

You, too, can stop damping-off this simple, effective way. Just use PANO-DRENCH, the liquid concentrate you dilute with water to make a powerful soil drench. The drench protects seedlings, transplants, and cuttings from damping-off, stem rot, and other diseases... also prolongs disease control obtained from steam or fumigant sterilization without chemical injury to the plants.

Experiments show you can treat the growing medium before or after seeding, sticking, or transplanting. And PANO-DRENCH is effective as both a preventative and a cure... in your greenhouse or on outside beds.

Give your plants this inexpensive, practical protection now. Available from your PANO-DRENCH Distributor.



Note healthy, vigorous root growth of these *Euonymus fortunei* seedlings from a Woodstock, Illinois greenhouse 10 weeks after sticking in PANO-DRENCH treated sand. Dur-

ing this period, less than 1% of these 1835 cuttings were lost to disease... compared with the costly 20% to 25% loss which can normally be expected.

Pano-drench

A PRODUCT OF PANOGEN, INC.
RINGWOOD, ILLINOIS
An Affiliate of Morton Salt Co.



GRAFTED STOCK FOR SPRING, 1957, DELIVERY

Grafts are normally ready for shipment after April 15. Since there is a possibility of damage by late spring frost, kindly give a shipping date when you feel it is safe to plant without frost injury.

	Per 10	Per 100		Per 10	Per 100
<i>Acer rubrum columnare</i>	\$7.50	\$65.00	<i>Juniperus virginiana burki</i>	\$6.50	\$55.00
<i>Acer saccharum monumentale</i>	7.50	65.00	<i>Juniperus virginiana canaerti</i>	6.50	55.00
<i>Cornus florida alba plena</i>	6.50	55.00	<i>Juniperus virginiana elegantissima</i>	6.50	55.00
<i>Cornus florida rubra</i>	6.50	55.00	<i>Juniperus virginiana glauca</i>	6.50	55.00
<i>Cornus florida rubra Prosser</i>	7.50	65.00	<i>Juniperus virginiana globosa</i>	6.50	55.00
<i>Cornus kousa chinensis</i>	6.50	55.00	<i>Juniperus virginiana kosteriana</i>	6.50	55.00
<i>Fagus sylvatica riversi</i>	6.50	55.00	<i>Juniperus virginiana schottii</i>	6.50	55.00
<i>Ilex opaca femina</i>	7.50	65.00	<i>Juniperus virginiana pyramidiformis</i>		
(Our selection of the following named varieties):			<i>hilli</i>	6.50	55.00
Arden	Joyce		<i>Magnolia rustica rubra</i>	7.50	65.00
Cheerful	Lake City		<i>Magnolia sieboldi parviflora</i>	7.50	65.00
Christmas Tide	Mae		<i>Magnolia soulangeana</i>	7.50	65.00
Delia Bradley	Manig		<i>Magnolia stellata</i>	7.50	65.00
Farage	Miss Helen		<i>Magnolia stellata rubra</i>	7.50	65.00
Hookstraw (Old Heavy	Osa and Richards		<i>Magnolia stellata Water Lily</i>	7.50	65.00
Berry)			* <i>Pinus cembra</i>	7.00	60.00
<i>Ilex opaca mascula</i>	7.50	65.00	<i>Thuja occidentalis douglasii spiralis</i>	5.50	45.00
<i>Juniperus chinensis columnaris glauca</i> ..	6.50	55.00	<i>Thuja occidentalis elegantissima</i>	5.50	45.00
<i>Juniperus chinensis columnaris viridis</i> ..	6.50	55.00	<i>Thuja occidentalis lutea Mary Corey</i> ..	5.50	45.00
<i>Juniperus chinensis keteleeri</i>	6.50	55.00	<i>Thuja occidentalis lutea Geo. Peabody</i> ..	5.50	45.00
<i>Juniperus chinensis neoboriensis</i>	6.50	55.00	<i>Thuja occidentalis nigra</i>	5.50	45.00
<i>Juniperus chinensis sargentii</i>	6.50	55.00	<i>Thuja occidentalis pyramidalis</i>	5.50	45.00
<i>Juniperus chinensis sargentii glauca</i>	6.50	55.00	<i>Thuja occidentalis rosenthalii</i>	5.50	45.00
<i>Juniperus sabina Von Ehron</i>	6.50	55.00	<i>Thuja occidentalis wareana (sibirica)</i> ..	5.50	45.00
<i>Juniperus squamata meyeri</i>	6.50	55.00	<i>Thuja orientalis aurea nana</i>	5.50	45.00
			<i>Thuja orientalis conspicua</i>	5.50	45.00
			<i>Thuja orientalis elegantissima</i>	5.50	45.00
			<i>Tsuga canadensis pendula</i>	6.50	55.00

*Five-needle pines cannot be shipped in the following states: Arizona, California, Colorado, Georgia, Kentucky, New Mexico, Nevada, South Carolina and Tennessee.

Due to handling costs, orders for less than \$10.00 cannot be accepted.

HESS' NURSERIES

P. O. Box No. 788
MOUNTAIN VIEW, N. J.

like buying where others are doing so. (3) Customer's actions will tell how to begin helping him to buy. (4) One should greet a customer by referring to some feature of the merchandise; if possible, use his name. (5) Acknowledging a customer's arrival with a smile and nod will do when one is busy with another buyer. (6) Interruptions are more bothersome to the customer than to the salesman, so handle them politely, but firmly.

Second Booklet

The second booklet stressed the following: (1) To know one's product means to know what the product will do for the customer—that's what the customer wants to buy! (2) Guard against catching "about-itis." Make answers specific. (3) Listen to the experiences of customers; question distributors about products and use them one's self. (4) Make demonstrations short and simple and quickly get the customer into the demonstration act. (5) When one cannot answer a customer's questions, say so, but take the initiative in finding the desired information for him.

The third booklet brought out the following points: (1) The more one gets the customer to talk, the more

RED BARBERRY

2-yr. Seedlings

We have about 50,000 nice plants to offer in 6 to 9, 9 to 12, 12 to 18 and 18 to 24 ins.

These are of very dark color, bushy material in the larger sizes. The two larger grades are good for mail orders.

Verkade's Nurseries
NEW LONDON, CONN.

information he will have to help the former to buy. (2) Find out what is liked the most about the product and emphasize these preferences in your presentation. (3) Look for clues which reveal the right price line for the customer. (4) Help the customer choose. If he asks the salesman to pick an item, the latter should select two items and let the customer make the final choice. (5) After the customer has bought, upgrade the purchase by suggesting how much more can be had for just a little extra. (6) Help the customer buy more by making specific suggestions on the need for related items.

The fourth booklet emphasized the following: (1) Watch the customer's reactions and answer objections before they become an issue. (2) Rec-

ORNAMENTAL EVERGREENS

Trees and Shrubs

BAGATELLE NURSERY
P. O. Huntington Station, N. Y.

ognize excuses and find out the real objections by asking questions. (3) When the customer wants to "look around" suggest specific features for which he should look. (4) Meet price objections positively by making "high now" mean "low later." (5) If a guarantee cannot be given, assure the customer that his good care and proper use will result in satisfaction. (6) Sell the brand in stock by stressing similarities to the one requested. (7) Emphasize the importance of following written directions. (8) Make it economical and convenient to buy the large size.

The fifth booklet introduced the following points: (1) After the purchase, compliment the customer on having made a good buy. (2) Careful handling of the customer's property

Hitch on to more profits with a **YORK RAKE**

One man operating a York Rake can do more in a few hours than a crew of men using old-fashioned hand methods can accomplish in a whole day! The York Rake is practically the only tool you need to do every job from rough grading to final raking. It's sturdy, it's efficient, it's easy to operate, and it soon pays for itself in time and labor savings. Model RE for tractors with 3-point hitch. Other models for lighter tractors.



The YORK RAKE does all these landscaping jobs better... faster... easier — eliminates costly hand labor!



Rakes stones, roots and debris



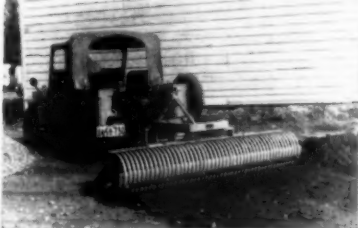
Grades, levels and mulches soil



Spreads topsoil rapidly, evenly



Reverses for bulldozing



**Grader blade attachment
for ditching and terracing**



Spreads stone and gravel



Write for descriptive folder and prices

Get the complete story on this versatile, labor-saving tool. This illustrated folder describes the many uses for the York Rake that make it a profit-producer on every landscaping and lawn-building job.

Write to Dept. AN-1

York
MODERN CORPORATION
UNADILLA, NEW YORK



A VOICE OF EXPERIENCE!

"I have been buying from C. R. Burr & Co. for the past ten years and have had wonderful service and consideration at all times, plus very good merchandise in the most attractive package on the market today."

Joseph Agostino
Newburgh Nursery Co.
Newburgh, N. Y.

Whether you're just starting a garden mart or you have been established for years, we think that we can offer you products and services that will help you where it counts—the profit column.

We believe you'll agree these are good reasons to BUY BURR:

1. Plants of the highest quality.
2. The finest packaging in the industry.
3. Professional, expert (but low-pressure) sales counsel.
4. Profit-producing sales aids, including ad mats, wall hangers, litho books, display ideas, etc.



BURR
nurseries

C. R. Burr & Co., Inc.
Manchester, Connecticut
or Phone Mitchell 3-4161

demonstrates respect and encourages the customer to handle it with care, too. (3) Instead of just inviting the customer to come again, give him a specific reason for coming back. (4) Extend little courtesies such as opening the door, carrying out parcels and lining the car trunk with paper. (5) Get to know the customer's gardening interests and become acquainted with his problems.

A. A. N. Activities

The Tuesday morning session, devoted to a general meeting of region I of the American Association of Nurserymen, was called to order by Chairman Flemer, who made some general observations on the nursery industry. Inventories, he said, are still lagging behind demand. The wage scale in the nursery industry is not high enough to attract good labor. While the demand for goods is high, costs, including freight rates, are rising. Prices can be raised, but there is the problem of educating the public on the costs of production. One of the easiest ways, he thought, was to produce an educational film.

Mr. Flemer introduced Valleau Curtis, Curtis Nurseries, Callicoon, N. Y., A. A. N. director from region I, who talked on A. A. N. activities from the regional viewpoint. Currently, he said, there are 363 members in region I, representing a growth of six members in the past year. These members, he said, account for 35 per cent of the dues of the entire association. Mr. Curtis touched on the work of the A. A. N. to get federal appropriations for gypsy moth control work. He urged nurserymen to cooperate with government officials in this program. Turning to the highway program, he urged nurserymen to put pressure on departments of public works to get landscaping of highways put into highway planning. He mentioned that New York nurserymen, with the assistance of Howard Quadland, A. A. N. director of information, were compiling a list of key people in areas where the roads will be built, so a mailing can be made on highway beautification.

Washington Viewpoint

To give the Washington viewpoint of A. A. N. activities, Richard P. White, executive vice-president, was introduced. He complimented the region I, A. A. N. members for being organized to meet at the eastern convention to discuss national problems. Dr. White said he had been unsuccessful in getting other regions so to organize.

In urging other nurserymen to be-

BROWNELL SUB ZERO ROSES



HELEN HAYES

This semidouble, luminous, peaches-and-cream colored hybrid tea, with its outstanding glossy foliage, practically free from thorns, has been the sensation of the display gardens this season. Write for colored catalogs of Hybrid Teas, Climbers, Creepers and the new Ever-blooming Pillars.

BROWNELL ROSES

Box A, Little Compton, R. I.

Lonicera

Maximowiczii Sachalinensis

Red foliage in spring; purplish-red flowers in May. Red berries. An interesting, rare shrub. Very hardy.
8 to 12 ins., T. \$7.50 per 100

Symplocos Paniculata

Well-shaped, artistic-looking shrub. Clean foliage. Fragrant white flowers, followed by masses of Wedgwood-blue berries.
8 to 11 ins., T. \$10.00 per 100

Enkianthus Campanulatus

For those desiring a different kind of a plant for the shrub border or ericaceous plantings we recommend Enkianthus campanulatus. Red stems, dark green leaves, cream to pink bell-like flowers, that are useful for flower arrangements and a scarlet fall foliage.
8 to 12 ins., T. \$15.00 per 100
12 to 15 ins., T. \$25.00 per 100

Send for list of unusual plants.

ALANWOLD NURSERY

NESHAMINY, Bucks Co., PA.

HOUTZDALE TREE NURSERY

936 Elizabeth St.

PITTSBURGH 21, PA.

Per 100 Per 1000

SCOTCH PINE

2-yr., 2 to 4 ins.	\$2.00	\$10.00
2-yr., 3 to 5 ins.	3.00	18.00
3-yr., 5 to 8 ins.	4.00	25.00
3-yr., 6 to 10 ins.	4.50	30.00

AUSTRIAN PINE

3-yr., 5 to 8 ins.	4.00	22.00
3-yr., 6 to 10 ins.	4.50	30.00

BLUE SPRUCE

2-yr., 1 1/2 to 3 ins.	3.00	15.00
2-yr., 2 to 4 ins.	4.00	22.00
3-yr., 2 to 5 ins.	4.50	25.00
3-yr., 2 to 6 ins.	5.00	30.00

SCHROTH'S NURSERY

SEEDLINGS

**It Pays to Plant
The Best**

**Excellent Root
Systems, Hardy
ORDER NOW!**

Grown at High Altitude—In the Heart of the Original Pine Forests

WHOLESALE PRICES

PINE SEEDLINGS

	Per 100	Per 1000
Scotch Pine, Riga		
2-0, 2 to 4 ins.	\$ 2.50	\$12.50
2-0, 4 to 8 ins.	5.00	25.00
3-0, 8 to 16 ins.	7.00	35.00
Scotch Pine, West Baltic		
3-0, 8 to 16 ins.	7.00	35.00
Scotch Pine, German		
2-0, 2 to 4 ins.	2.50	12.50
2-0, 5 to 10 ins.	6.00	30.00
Scotch Pine, French		
2-0, 2 to 4 ins.	2.50	12.50
2-0, 4 to 8 ins.	5.00	25.00

NOTE: In order to satisfy the individual demands of our many customers, we are offering the above strains of Scotch Pine. They are all highly recommended by our seed suppliers for good color, straight stems, compactness and fast-growing characteristics. They are grown from the best seed obtainable, under the best growing conditions, to develop the healthiest seedlings possible to withstand drought, disease and insect damage.

American Red Pine		
2-0, 2 to 4 ins.	2.50	12.50
3-0, 5 to 9 ins.	4.00	20.00
Austrian Pine		
2-0, 3 to 4 ins.	3.00	15.00
2-0, 4 to 8 ins.	5.00	25.00
3-0, 8 to 14 ins.	8.00	40.00
White Pine		
2-0, 3 to 6 ins.	4.00	20.00
3-0, 6 to 9 ins.	6.00	30.00
4-0, 8 to 16 ins.	12.00	60.00
Ponderosa Pine		
4-0, 6 to 12 ins.	4.00	20.00
Mugho Pine (True Dwarf Tyrolean)		
2-0, 2 to 4 ins.	3.00	15.00
3-0, 4 to 6 ins.	5.00	25.00

(The 3-0 Mugho Pine is thin in bed, sheared twice, well-branched and suitable for lining-out stock. Order early as stock is limited.)

5% discount on 25,000 or more of combined species.
(Exclusive of seedlings \$15.00 per 1000 and under.)

We guarantee all stock represented herein as to size and quality, or your money cheerfully refunded.

The name SCHROTH stands for the best. Your order will convince you. Make a Christmas tree planting this season. Scotch is the best bet. Do not delay. Send for complete listing and terms.

All stock offered subject to prior sale.

SPRUCE SEEDLINGS

	Per 100	Per 1000
Norway Spruce		
2-0, 3 to 5 ins.	\$ 4.00	\$20.00
2-0, 5 to 8 ins.	5.00	25.00
3-0, 8 to 12 ins.	6.00	30.00
3-0, 12 to 16 ins.	10.00	50.00
Colorado Blue Spruce, from select seed. Color very good.		
2-0, 2 to 4 ins.	3.00	15.00
2-0, 4 to 8 ins.	6.00	30.00
3-0, 3 to 5 ins.	4.00	20.00
3-0, 5 to 9 ins.	7.00	35.00
3-0, 6 to 12 ins.	10.00	50.00
White Spruce		
2-0, 3 to 5 ins.	4.00	20.00
3-0, 5 to 9 ins.	6.00	30.00
4-0, 9 to 14 ins.	14.00	70.00
Engelmann Spruce		
2-0, 2 to 4 ins.	3.00	15.00
2-0, 4 to 6 ins.	5.00	25.00
Black Spruce (Mariana)		
2-0, 3 to 6 ins.	3.00	15.00
2-0, 6 to 12 ins.	5.00	25.00
Douglas Fir (Glaucia)		
3-0, 3 to 5 ins.	4.00	20.00
3-0, 5 to 9 ins.	7.00	35.00
Balsam Fir and Concolor Fir not available this year.		
European Larch		
2-0, 4 to 6 ins.	3.00	15.00
2-0, 6 to 12 ins.	4.00	20.00
Carolina Hemlock		
4-0, 10 to 20 ins.	20.00	
Canadian Hemlock		
2-0, 2 to 4 ins.	5.00	25.00
2-0, 4 to 8 ins.	7.00	35.00
4-0, 10 to 20 ins.	20.00	

NOTE: 50 of one kind and size at the 100 rate, 500 of one kind and size at the 1000 rate.

CHINESE CHESTNUT SEEDLINGS

(Blight-resistant)

	10 lots	100 lots	1000 lots
Chinese Chestnut (Ching Chow Strain)			
1-0, 8 to 16 ins.	\$0.30 ea.	\$0.25 ea.	\$0.20 ea.
Japanese Yew (Taxus cuspidata)			
2-0, 4 to 8 ins.	\$25.00 per 100. (Sold in 10 lots or more.)		

TRANSPLANTS

	Per 50	Per 100	Per 1000
Colorado Blue Spruce			
2-2, 6 to 12 ins.	\$0.20 ea.	\$0.15 ea.	\$120.00
White Spruce			
2-3, 9 to 16 ins.	.17 ea.	.15 ea.	

SCHROTH'S NURSERY

INDIANA, PA.

SEEDLINGS FOR SPRING

	Per 100	Per 1000
Scotch Pine		
2-yr., S., 2 to 4 ins. ...	\$ 2.50	\$12.50
2-yr., S., 3 to 6 ins. ...	4.00	20.00
2-yr., S., 4 to 8 ins. ...	5.00	25.00
Riga Scotch Pine		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
2-yr., S., 4 to 8 ins. ...	5.00	25.00
Scotch Pine		
2-1, T., 3 to 6 ins.	7.00	35.00
Austrian Pine		
2-yr., S., 2 to 3 ins. ...	2.50	12.50
2-yr., S., 3 to 6 ins. ...	4.00	20.00
2-2, T., 5 to 10 ins. ...	10.00	50.00
2-2, T., 8 to 16 ins. ...	20.00	....
American Red Pine		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
3-yr., S., 4 to 6 ins. ...	5.00	25.00
3-yr., S., 6 to 10 ins. ...	7.00	35.00
2-2, T., 8 to 12 ins. ...	15.00	....
Ponderosa Pine		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
2-yr., S., 4 to 7 ins. ...	5.00	25.00
Mugho Pine		
2-yr., S., 2 to 4 ins. ...	4.00	20.00
2-yr., S., 3 to 6 ins. ...	6.00	30.00
Douglas Fir		
2-yr., S., 2 to 4 ins. ...	4.00	20.00
Colorado Spruce		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
2-yr., S., 3 to 7 ins. ...	5.00	25.00
2-yr., S., 3 to 5 ins. ...	6.00	30.00
2-yr., S., 5 to 9 ins. ...	9.00	45.00
2-yr., S., 8 to 12 ins. ...	15.00	....
2-2, T., 3 to 6 ins. ...	9.00	45.00
2-2, T., 6 to 10 ins. ...	17.00	85.00
2-2, T., 8 to 12 ins. ...	30.00	....
Norway Spruce		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
2-yr., S., 4 to 8 ins. ...	5.00	25.00
3-yr., S., 6 to 10 ins. ...	7.00	35.00
3-yr., S., 8 to 14 ins. ...	9.00	45.00
2-2, T., 5 to 8 ins. ...	10.00	50.00
2-2, T., 8 to 12 ins. ...	15.00	75.00
White Spruce		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
2-yr., S., 3 to 7 ins. ...	4.50	22.50
3-yr., S., 4 to 8 ins. ...	6.00	30.00
3-yr., S., 6 to 10 ins. ...	7.00	35.00
3-yr., S., 8 to 12 ins. ...	8.00	40.00
2-2, T., 5 to 8 ins. ...	10.00	50.00
2-2, T., 8 to 12 ins. ...	15.00	75.00
2-2, T., 10 to 15 ins. ...	25.00	....
Black Hills White Spruce		
2-yr., S., 2 to 4 ins. ...	3.00	15.00
2-yr., S., 3 to 6 ins. ...	5.00	25.00
3-yr., S., 5 to 8 ins. ...	7.00	35.00
2-2, T., 3 to 5 ins. ...	7.00	35.00
2-2, T., 5 to 8 ins. ...	10.00	50.00
Canadian Hemlock		
2-yr., S., 3 to 6 ins. ...	6.00	30.00

Add 3% sales tax for Pennsylvania destinations or supply exemption complete with license number.

Cash or 25% deposit with order, balance C.O.D. 5% discount on quantities of 25,000.

NOW plant trees the modern way with a **ROOTSPRED TREE PLANTER**

Here is a husky, fast (over 1000 per hour) tree seedling planter for reforestation, Christmas tree and ornamental planting.

Made for Ford or Ferguson 3-point hitch.

For picture and information write:

SAM DIBLE NURSERY
R. F. D. 3 SHELOCTA, PA.

come A. A. N. members. Dr. White said that if the A. A. N. is successful in preventing the federal government from changing nurseries from a cash-accounting basis to an inventory method, it will have saved every nursery more each year than it would pay in dues.

The impact of the highway roadside program is beginning to be felt. Roadside engineers are wondering what should be done to roadsides, and they are calling upon the A. A. N. for advice, he said. A. A. N. officials can prepare the way, but it is up to the state associations to push the program to its completion.

The current stand of the wage and hour division of the Department of Labor is that purchase of any amount of stock for immediate resale will exempt the labor handling it from the agricultural classification. The breaking point used to be 10 per cent, then 5 per cent, and now the A. A. N. is trying to determine where the breaking point actually is. The association is attempting to pick an exemplary case which it can take to court, if necessary, so labor in nurseries will not lose its agricultural classification.

Dr. White concluded his remarks by stating that it appears that the A. A. N. is headed for a good expansion in membership.

Trade Practice Rules

The fair trade practice rules were discussed by James Horton, special counsel to the A. A. N. He stated that since the rules have been in effect, a little over five months, he has been pleased with the reception and compliance. He pointed out that the rules apply to every member of the industry and to make progress under them requires the cooperation of everyone. Mr. Horton urged the nurserymen to be informed on the rules and added that the A. A. N. has performed an outstanding service for its members in the trade practice work.

There are many words in the English language that can be used to describe a product, he stated, so it is not necessary to use those that deceive the public. Mr. Horton reviewed some of the rules on advertising collected nursery stock and greenhouse bench-grown stock and pointed out others that need further clarification. He said that in guaranteeing a product it is necessary to set up the terms and conditions under which the plants are guaranteed.

Reporting for the market development and publicity committee of the A. A. N., Richard Wyman, Jr., Wyman's Framingham Nurseries, Framingham, Mass., said only 50 or 60 entries are being received in the

BIG

We have one of the largest available supplies of big specimen material, including:

TAXUS CUSPIDATA

- HYBRID RHODODENDRON
- TSUGA CANADENSIS
- GINKGO BILOBA
- AZALEA
- ILEX BUXTIFOLIA
- ILEX OPACA
- TAXUS FASTIGIATA
- TAXUS REPANDENS

For 39 years

one of America's leading nurseries



Office and Nurseries

P. O. BOX 175, COCKEYSVILLE, MD.

QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

DANEGGER'S HI-WAY NURSERY, INC.
P. O. Box 336 MILFORD, DEL.

A General Line of FRUIT and ORNAMENTAL TREES and PLANTS

BUNTINGS' NURSERIES, Inc.
BOX 3 SELBYVILLE, DEL.

LINING-OUT STOCK

AZALEAS—hardy American and Asiatic.
TAXUS—the better varieties.

BROOKFIELD GARDENS

Rt. 46 DELAWARE, N. J.

HIDDEN VALLEY NURSERY

offers Gleditsia triacanthos, Carpinus caroliniana, Platanus acerifolia, Quercus palustris, Liquidambar styraciflua, Acer rubrum, Fraxinus americana, Morus alba, Robinia pseudacacia, Betula papyrifera, Celtis occidentalis, Catalpa speciosa, Pinus strobus, Pinus nigra.

HUBERT VAN DUYN, Proprietor

Phone: MI 7-1158 MILLINGTON, N. J.

DAPHNE CNEORUM

Rooted Divisions

\$10.00 per 100 plants

\$90.00 per 1000 plants

EDEN NURSERIES

Eden, N. Y.

BOULEVARD NURSERIES

Newport, R. I.

- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots

QUALITY GUARANTEED TO PLEASE



3-yr. block, Dogwood, once root-pruned.



3-Yr. block, Ilex rotundifolia.

ILEX ROTUNDIFOLIA

15 to 18 ins., B&B	Each \$1.50
18 to 24 ins., B&B	2.00

PFITZER JUNIPER

15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	2.00
24 to 30 ins., B&B	2.50
30 to 36 ins., B&B	3.00

HETZ JUNIPER

15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	2.00
24 to 30 ins., B&B	2.50
30 to 36 ins., B&B	3.00

GREEK JUNIPER

15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	1.75

GLOBE ARBORVITAE

15 to 18 ins., B&B	1.75
--------------------	------

PYRAMIDAL ARBORVITAE

2 to 3 ft., B&B	2.00
3 to 4 ft., B&B	2.25

ABELIA GRANDIFLORA

18 to 24 ins., B.R.	.50
2 to 3 ft., B.R.	.75
3 to 4 ft., B.R.	1.00
B&B add 25c each.	

BARBERRY, SARGENT

15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	2.00
24 to 30 ins., B&B	2.25

BOXWOOD, SEMPERVIRENS

12 ins., B&B	1.50
15 ins., B&B	2.00
18 ins., B&B	2.50
20 ins., B&B	3.50

COTONEASTER DIVARICATA

2 to 3 ft., B&B	1.50
-----------------	------

ELAEAGNUS PUNGENS

FRUTLANDI

24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75

ELAEAGNUS PUNGENS

REFLEXA

24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75

EUONYMUS CARRIERI

15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50

EUONYMUS PATENS

15 to 18 ins., B&B	Each \$1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	1.75

EUONYMUS RADICANS ERECTUS

15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50

ILEX VOMITORIA

2 to 3 ft., B&B	2.50
3 to 4 ft., B&B	3.50

JASMINE, FLORIDUM

2 to 3 ft., B.R.	1.00
B&B add 25c each.	

CHERRY LAUREL

2 to 3 ft., B&B	1.75
3 to 4 ft., B&B	2.25
4 to 5 ft., B&B	3.00
5 to 6 ft., B&B	3.75

ENGLISH LAUREL

24 to 30 ins., B&B	1.75
30 to 36 ins., B&B	2.00

NANDINA DOMESTICA

18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75

MAGNOLIA GRANDIFLORA

2 to 3 ft., B&B	2.50
3 to 4 ft., B&B	3.50

VIBURNUM, LEATHER-LEAVED

18 to 24 ins., B&B	1.75
24 to 30 ins., B&B	2.25

DOUBLE-FLOWERING PEACH

Red, White and Pink	
2 to 3 ft., B.R.	.30
3 to 4 ft., B.R.	.40

RHUS COTINUS

(Smoke Tree)	
4 to 5 ft., B.R.	.75
5 to 6 ft., B.R.	1.00

TREE WISTARIA

3 to 4 ft., B&B	3.50
4 to 5 ft., B&B	4.50

MIMOSA

4 to 5 ft., B.R.	.85
5 to 6 ft., B.R.	1.10

RED-LEAVED BARBERRY

15 to 18 ins., B.R.	Each \$0.25
18 to 24 ins., B.R.	.35

PINK-FLOWERING DOGWOOD

with bloom buds	
3 to 4 ft., B.R.	2.50
4 to 5 ft., B.R.	3.50
5 to 6 ft., B.R.	4.50
B&B add 50c each.	

PINK-FLOWERING DOGWOOD

18 to 24 ins., B.R.	1.00
24 to 30 ins., B.R.	1.25
30 to 36 ins., B.R.	1.50
3 to 4 ft., B.R.	2.00

WHITE-FLOWERING DOGWOOD

3 to 4 ft., B.R.	1.00
4 to 5 ft., B.R.	2.00
5 to 6 ft., B.R.	2.50
6 to 8 ft., B.R.	4.50
B&B add 50c more.	

OAK-LEAVED HYDRANGEA

24 to 30 ins., B.R.	.40
30 to 36 ins., B.R.	.50

MAGNOLIA SOULANGEANA

2 to 3 ft., B&B	2.50
3 to 4 ft., B&B	3.00

VIBURNUM LANTANA

2 to 3 ft., B.R.	.30
3 to 4 ft., B.R.	.40

PEACH, 1-YR., DORMANT

3 to 4 ft.	.25
7/16-in. cal.	.35
9/16-in. cal.	.40
11/16-in. cal., Elberta only	.45

Ambergem

Belle of Georgia

Champion

Dixiegem

Elberta

Golden Jubilee

Halehaven

J. H. Hale

Sullivan Early Elberta

Redhaven

Red Skin

Keystone

Triogem

HAWKERSMITH & SONS NURSERY
TULLAHOMA, TENN.

Phone: GL-5-4552

New Sturdy Euonymus Shrubs

The IDEAL BROAD-LEAVED
EVERGREEN for Modern
Landscape Design



EMERALD PRIDE (Pictured).
(Pat. 1073) compact bush type.

EMERALD CHARM
(Pat. 1079) narrow, columnar shape.

EMERALD CUSHION
(Pat. 1112) low, dwarf shrub.

★ ★ ★

Requires no STAKING . . . little shearing or shaping . . . compact forms . . . high disease resistance . . . drought endurance . . . low temperature adaptability . . . resistant to dog damage. They make wonderful hedge plants, foundation and ornamental shrubs.

★ ★ ★

LICENSED GROWERS:

C. R. Burr & Co., Inc., Manchester, Conn.
Kelly Bros. Nurseries, Inc., Dansville, N. Y.
Mount Arbor Nurseries, Shenandoah, Ia.

OTHER LICENSED GROWERS

Stock not available at present for wholesale.

Adams Nursery, Inc., Westfield, Mass.
Blackwell Nurseries, Semmes, Ala.
Bork Nursery, Onarga, Ill.
Cassinelli's Glendale Nurseries, Glendale, O.
Commercial Nursery Co., Decherd, Tenn.
Curtis Nurseries, Inc., Callicoon, N. Y.
Rosedale Nurseries, Inc., Hawthorne, N. Y.

Created and Patented by

CORLISS BROS., Inc.
Gloucester and Ipswich, Mass.

industrial landscaping awards competition. He believed there should be more. Howard Quadland was called upon to present a review of the publicity efforts and accomplishments of the committee. He stated that in addition to the article on highway beautification which appeared in the Reader's Digest, one on industrial landscaping will appear next spring. These articles, he stated, represent \$300,000 worth of advertising.

He related that the demand for tropical foliage plants is growing, and garden centers can cash in on this market during the winter months. The nursery industry, through promotion, is becoming more of a year-around business.

Mr. Quadland said he is encouraged to see the advance in the "Plant America" program and the nursery industry in the past seven years. Lethargy in promotion, he warned, should not set in when sales are good in an industry.

He believed that an estimate of a 40 per cent increase in the nursery business during the next 10 years might be low, but it is necessary to take advantage of opportunities to promote the industry.

Completing the morning program, Richard Farnham, of the International flower show in New York city, was called upon to make some remarks about the spring show to be held March 31 to April 6 in the new Coliseum. He said 28 gardens are being planned, and many more information booths will be installed.

Ground Cover Forum

Much interest was apparent in the plant forum held Tuesday evening in the Grand ballroom. Subject of the session was ground cover plants, their value, selection and use. Seth Kelsey, Kelsey-Highlands Nursery, East Boxford, Mass., served as moderator, while panel members were Edward Costich, Hicks Nurseries, Inc., Westbury, L. I., N. Y.; H. Gleason Mattoon, Arlington, Vt., author and lecturer, and Dr. Donald Wyman, Arnold Arboretum, Jamaica Plain, Mass.

The chief value of ground cover plants, it was stated, is that they are great timesavers. Many shrubs will flourish better with a ground cover planted beneath them. Another value of ground covers is that they give a finished look to a foundation planting, when unfinished plants are planted at their proper distance. A plant cannot be considered a good ground cover, the panel agreed, unless it will start off and grow without much care.

Dr. Wyman presented a list of

INVEST in the BEST LINING-OUT STOCK field-grown, irrigated

ACER

(Japanese Red Maple)

	Per 100
palatum Oshiu Beni, brilliant red	
1-yr., grafts, 8 to 10 ins.	\$ 75.00
1-yr., grafts, 10 to 12 ins.	85.00
2-yr., grafts, 12 to 15 ins.	150.00
2-yr., grafts, 15 to 18 ins.	175.00
palatum Bloodgood, darkest red	
1-yr., grafts, 8 to 10 ins.	100.00
1-yr., grafts, 10 to 12 ins.	125.00

CORNUS

florida rubra (Pink-Flowering Dogwood)

1-yr., grafts, 15 to 18 ins.	75.00
1-yr., grafts, 18 to 24 ins.	100.00

ILEX

opaca—our own introduction, selected for its fruiting qualities.	
1-yr., cuttings, 8 to 10 ins.	40.00
1-yr., cuttings, 10 to 15 ins.	60.00
1-yr., cuttings, 12 to 15 ins.	75.00
No packing charge on liners.	

FINISHED STOCK

AZALEA PONTICA (Hardy Ghent)

daviesi, white, very fragrant	
Gloria Mundi, pure orange	
Unique, orange-yellow	
15 to 18 ins., B&B	275.00
18 to 21 ins., B&B	325.00

JUNIPERUS

horizontalis depressa plumosa

(Andorra Juniper)	
18 to 24 ins., B&B	300.00

VIBURNUM

burkwoodii, fragrant	
18 to 24 ins., B&B	125.00
2 to 2½ ft., B&B	150.00

No boxing; B&B stock.

SEPERS NURSERY

N. Delsea Dr. VINELAND, N. J.

VUYK VAN NES

Vuykiana Azaleas, Hardy Forcing Hybrids
Ghent & Mollis Azaleas, Hybrid Rhododendrons
Clematis, Peonies, Astilbe, Dicentra
Red Maple, Copper Beech, Fancy Shrubs.
140 Cedar Street, New York 6, N. Y.

GOLDEN VICARY PRIVET

Lovely, solid, golden-leaved variety. Extremely adaptable for a striking border. Retains full golden color from spring to fall. Beautiful for rose bed borders. Should have full sun.

Potted liners	Per 100	Per 1000
Outdoor frame rooted cuttings	\$18.00	\$150.00
	10.00	80.00

BEARDSLEE NURSERY Perry, O.

For Quality Stock RICKERT NURSERIES

Successor to Moon's
Established 1767
MORRISVILLE, PA.

DEL-MAR-VA NURSERIES

Growers of Quality

Taxus, Ilex and other Ornamentals.
Ask for list.

DEL-MAR-VA NURSERIES
LINCOLN, DEL.

Phone: Milford, Delaware 4445

TAXUS

Upright, 6 to 14 ft.
Also Other Varieties of Taxus.

BULK'S NURSERIES
BABYLON, L. I., N. Y.

BETTER ORDER NOW FOR SPRING POTTING SAVE WORK BY USING

easy-handling Cloverset Pots!



Being plain dirt gardeners ourselves, usually with more work than we have time to do it in, we always keep an eye open for successful short cuts. That's why we developed Cloverset Pots in the first place, designing our own because no other practical container was available. Since then we've experimented with every new material that came along—and we still find that our nursery operations are faster and easier, our cash-and-carry sales more profitable and our salesyard and frames tidier through our long selling seasons when we stick to Cloverset Pots. (And, by the way, they'll last a full year in the frames.)

So many other practical nurserymen have had the same experience with Cloverset Pots over the past 20 years that we can recommend them without reservation. If you'll get your order in soon, we'll make sure that you have the quantities and sizes you need to pot stock in time for profitable spring sales.

SIZES FOR EVERY NEED, for roses, perennials, shrubs and young trees.



Cloverset Pot Prices F.O.B. Kansas City, Mo., and Moorestown, N. J.

SIZE	HEIGHT	Top Diam.	Nearest Clay Pot	No. in Carton	WEIGHT	F.O.B. KANSAS CITY		F.O.B. MOORESTOWN, N. J.	
No. 0	5 1/4 ins.	5 ins.	6 ins.	200	Per 1000 210 lbs.	Per 100 \$3.75	Per 1000 \$35.00	Per 100 \$ 4.25	Per 1000 \$ 40.00
No. 1	6 1/4 ins.	6 ins.	7 ins.	100	340 lbs.	4.75	45.00	5.60	53.50
No. 2	9 1/4 ins.	7 ins.	8 ins.	100	535 lbs.	5.25	50.00	6.50	62.50
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	5.75	55.00	7.15	69.00
No. 4	13 ins.	12 ins.	...	25	Per 100 133 lbs.	25 pots, \$7.00; 50 pots, \$13.25; 75 pots, \$19.75; 100, \$23.75; 1000, \$210.00.		26.75	240.00

(We do not break cartons)



105th and Wornall Rd.
KANSAS CITY 14, Mo.

Eastern Distributor, Moorestown Gardens, Moorestown, Burlington Co., N. J.

"Never Tried 'em?" Now's the time! ... Use handy coupon to send for a set of sample pots and useful information →

(If you ARE familiar with Cloverset Pots, you can order from this ad; just use a separate piece of paper.)

CLOVERSET FARM, Dept. A
105th and Wornall Rd.
Kansas City 14, Mo.

SENT
POSTPAID

Send items checked; I enclose

☐ Information on Cloverset Pots.

☐ Sample set, 5 pots, 50c. (Limit one.)

Name

Firm

Address

200,000 HARDY AZALEAS FOR SPRING DELIVERY

B&B, fine selection in the following
varieties:

Rosebud	Favorite
Rose Greely	Hinodegiri
Carmen	Maxwell
Fedora	Orange Beauty
Louise	Snow
Othello	Beethoven
Salmon Beauty	Johann Strauss
Coral Bells	Ledifolia Alba

Some varieties up to 3 ft. Please write for prices.

BAIER LUSTGARTEN NURSERIES

MIDDLE ISLAND, L. I., N. Y.

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

FOR 57 YEARS

*Our business has been
growing*

**Rhododendrons
Azaleas**

**Perennials, Roses
All Nursery Items**

BOBBINK NURSERIES, INC.
586 Paterson Ave.
E. RUTHERFORD, N. J.

GROW ECCLES PINE - SPRUCE FIR

Christmas Tree — Reforestation
Seedlings — Transplants
Scotch Pine Seedlings, 2 years
old, as low as \$12.50 per 1000.

Write for our new spring prices.

ECCLES NURSERIES
Box 65A Rimersburg, Pa.

Pikes Peak Nurseries

P. O. Box 670, Dept. A
INDIANA, PA.

Christmas Tree Seedlings
and Transplants

Write for Free Catalog

LILACS ON OWN ROOTS

Leading varieties. All sizes, 2 to 8 ft.
Write for list. Inspection invited.

SAMUEL FRASER NURSERY
Box 158
GENESEO, N. Y.

QUALITY LINERS

	Per 100
Viburnum Carlesi 4 to 8 ins., seedlings	\$20.00
American Holly 6 to 12 ins., transplants	27.50
French Hybrid Lilacs , best varieties 12 to 18 ins., grafts	37.50
Pink-flowering Dogwood 10 to 15 ins., grafts	75.00
15 to 24 ins., grafts	85.00

Send for new Spring List.

POSSUM HOLLOW NURSERIES

6909 Henley St.
PHILADELPHIA 19, PA.



PRINCETON NURSERIES

**A very complete line of
Quality Ornamental Stock.**

Come to see us.

Send us your Want List.

Write for catalog.

PRINCETON NURSERIES

Ph. Princeton 1-1776 PRINCETON, N. J.

CHRISTMAS TREE LINERS

Pine—Spruce—Fir

Complete list on request.

WHITMER NURSERY
COOPERSTOWN, Venango Co., PA.

LINING-OUT STOCK

Our spring, 1957, price list of quality
liners now available. If interested,
please write for same.

THE MURGLAS CORPORATION
Formerly
Thomas B. Meehan Co., Inc.
DRESHER, PA.

about 20 outstanding woody evergreen ground covers, and Mr. Costich and Mr. Kelsey reviewed a number which they thought were good. It was agreed that much research and exploring needs to be done with ground covers, but the panel wished to discuss some of the better plants so nurserymen could try other ground covers besides the standbys—vinca, pachysandra and English ivy.

Among the ground covers preferred by the panel to those named were Rosa wichuraiana, or memorial rose; Galax aphylla; Euonymus fortunei coloratus, or purple-leaved wintercreeper; Pachistima canbyi, and Arctostaphylos uva-ursi, or bearberry.

Landscape Awards

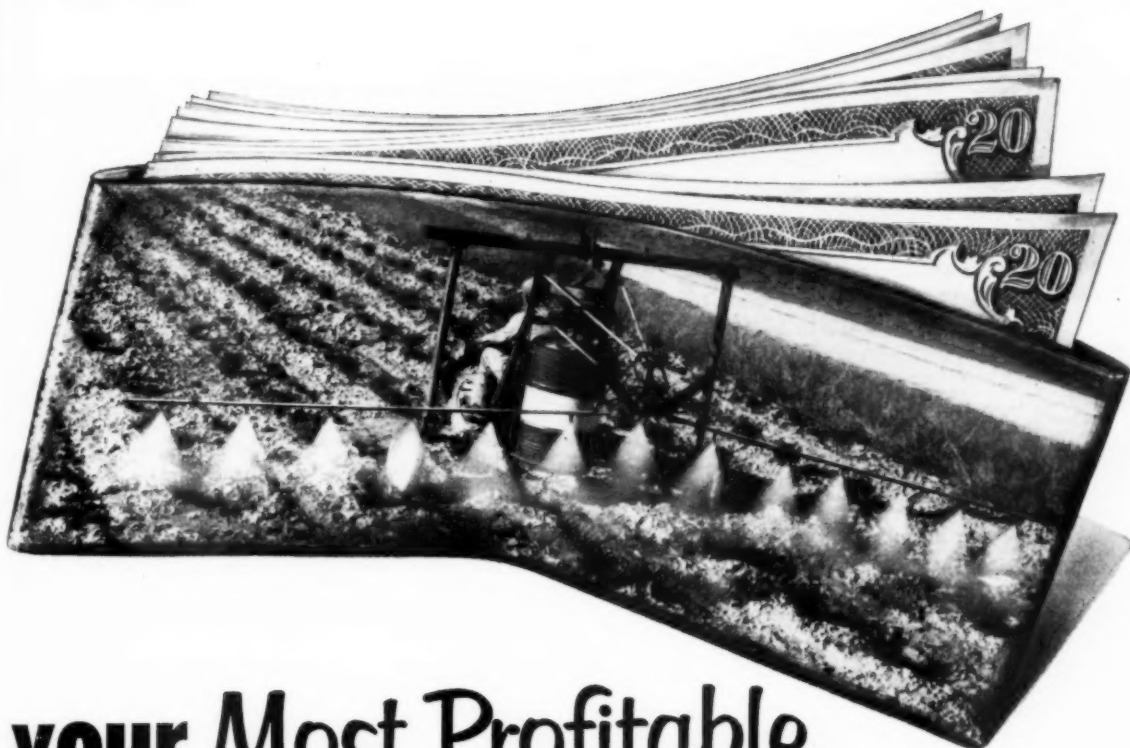
A high light of the luncheon in the Grand ballroom on Tuesday noon was the presentation of the industrial landscaping awards, by Richard Wyman. Plaques were presented to representatives of the Carrier Corp., Syracuse, N. Y., and the Long Island Lighting Co., Hicksville, L. I., N. Y. To an official of Valley Stream, L. I., N. Y., went an institutional landscaping award for the planting of the Village Hall. Lewis & Valentine Nurseries, Inc., Greenvale, L. I., N. Y., was the recipient of an award for the planting of the Long Island Lighting Co. grounds. Hewlett Lewis accepted the plaque.

The audience was highly amused by the humorous talk delivered by James Gheen, a professional speaker, which followed.

Wednesday noon, the nurserymen learned of some of the difficulties in forecasting weather, as humorously related by C. L. Hosler, professor of meteorology, the Pennsylvania State University, University Park, Pa. For accurate weather predictions he suggested going to a reliable meteorologist. Commenting on rainmaking, he said it has little effect upon the weather. Prior to the luncheon, Dr. Joseph Howland, O. M. Scott & Sons Co., Marysville, O., was presented with an honorary membership in the N. L. N. A.

Monday evening the nurserymen and their wives attended the annual reception in the Grand ballroom, staged by region I of the A. A. N. Complimentary flowers were provided for the ladies, and refreshment was served.

FIRST national show of the American Daffodil Society will be held in conjunction with the group's annual meeting April 26 to 28 at Kingwood Center, Mansfield, O.



your Most Profitable way to hoe weeds!

Now you can fight weeds with less hand hoeing, less machine work, greater efficiency. Spray your well-established nursery rows with Sesone (formerly called Herbicide-1) and prevent weeds from getting a start. Apply CRAG Sesone before weeds start or after cultivating. It kills weed and grass seeds as they sprout, keeps rows clean for weeks with one application.

You save using scarce, expensive labor and get better growth of shrubs, flowers, trees and bulbs. Lined-out stock reaches

market size and quality faster without weed competition and with less mechanical damage. CRAG Sesone is easy to dissolve in water and sprays fast, with no harm to plant foliage.

Use CRAG Sesone all season long. It controls henbit, chickweed and other cool weather weeds as well as crabgrass, pigweed, ragweed and many other warm weather weeds. Save hand work and *make your plants grow extra profits*—get CRAG Sesone today.

See your supplier now for



Sesone

HERBICIDE-1

"CRAG" and "Sesone" are trade-marks of Union Carbide and Carbon Corporation.

CARBIDE AND CARBON CHEMICALS COMPANY

A Division of Union Carbide and Carbon Corporation
30 East 42nd Street **UCC** New York 17, New York

GUARANTEED - TO - LIVE TRANSPLANTED EVERGREENS



	Per 1000
American Arborvitae, 4-yr. transplants (2-2), 4 to 10 in.	\$ 70.00
Douglas Fir, 3-yr. transplants (2-1), 3 to 5 in.	65.00
Austrian Pine, 4-yr. transplants (2-2), 5 to 10 in.	70.00
Mugho Pine, 4-yr. transplants (2-2), 3 to 5 in.	70.00
Red Pine, 4-yr. transplants (2-2), 5 to 10 in.	65.00
Scotch Pine, 3-yr. transplants (2-1), 3 to 5 in.	65.00
White Pine, 4-yr. transplants (2-2), 5 to 10 in.	65.00
Colorado Blue Spruce, 5-yr. transplants (3-2), 5 to 8 in.	115.00
Norway Spruce, 4-yr. transplants (2-2), 4 to 8 in.	70.00

SEEDLINGS

(not guaranteed)

American Arborvitae, 3-yr. seedlings (3-0), 2 to 8 in.	20.00
Black Hills Spruce, 3-yr. seedlings (3-0), 3 to 5 in.	20.00
Engelmann Blue Spruce, 3-yr. seedlings (3-0), 2 to 5 in.	20.00
Scotch Pine (North German), 2-yr. seedlings (2-0), 4 to 8 in.	20.00
Scotch Pine (Riga), 2-yr. seedlings (2-0), 3 to 5 in.	18.00

TERMS

Cash with order; or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine, net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind, ask for retail price list. No extra charge for boxes or packing.

OUR GUARANTEE

30 per cent of all transplants sold at regular wholesale prices as quoted in this list are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10 per cent of the number purchased, provided we are notified of such losses by October 1, 1957. (Seedlings not guaranteed.)

We believe that we grow and ship more transplanted evergreen trees than any other privately owned nursery in the country. Several other varieties of transplants available. Send for complete list of stock.

WESTERN MAINE FOREST NURSERY CO., Dept. AN-217
Fryeburg, Maine

SMALL FRUIT PLANTS

Grapes
Currants
Berry Plants

Write for Wholesale Price List

FOSTER NURSERY CO., Inc.
69 Orchard St. FREDONIA, N. Y.

LINING-OUT STOCK

IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

DEERFIELD NURSERIES
DEERFIELD STREET P. O., N. J.

HEMLOCK

Rhododendron—Kalmia
Azalea

CURTIS NURSERIES
CALICOON, N. Y.

HOLLAND BULBS



STASSEN
FLORAL GARDENS INC.
ROSLYN HEIGHTS, N. Y.

"Pedigreed Seed Covers the Earth"

Pedigreed Seed Co.

Lawnseed Specialists for Over 35 Years!

Write or phone collect for prices on your
Special Formulas, Private Brands
or Straight Seeds!

Pedigreed Seed Co.

96 Forrest Street, Jersey City 3, N. J.
Henderson 5-2100

 NOW IS THE TIME TO PLANT
AMERICAN


"TREES for American Gardens"

By DONALD WYMAN

376 Pages.....Price \$7.50

AMERICAN NURSERYMAN
343 S. Dearborn St., Chicago 4, Ill.

SHEPARD NURSERIES

Growers and Distributors of
ORNAMENTAL NURSERY STOCK
Truckloads only, no boxing.
60 acres growing. Skaneateles, N. Y.

GROWERS

EVERGREEN TREE LINING-OUT STOCK
Write for free price list.

SUNCREST EVERGREEN NURSERIES
P. O. Box 305-F HOMER CITY, PA.

COVER ILLUSTRATION

Abies Cilicica

The Cilician fir, *Abies cilicica*, introduced in 1855, is native to Asia Minor and Syria. This species is one of the largest firs and grows 90 feet under good conditions. Its cones are also exceptionally large, from seven to nine inches long, with scales over one inch wide. The needles are slightly notched at the tip, bright green above, with narrow, whitish bands beneath. The bark is an ashy gray in maturity. This Asiatic species is a fine-appearing evergreen when in good condition, but like all firs does not grow well in all locations. It does not adapt well to soot and dust



and will not thrive in industrial areas. Richness of soil is not a necessity, many species doing fairly well on poor land, but good drainage without dryness is essential for good growth. The species does well, when properly located, in the Middle Atlantic states where, if given plenty of light and air, it is a fine-looking tree.

Unlike many conifers, the fir is not prone to mutation, and its few species are represented by numerous varieties and forms suitable for cultivation. However, the blue-leaved, semidwarf form of the American western species, *A. nobilis*, is a most attractive ornamental plant. *A. nordmanniana aurea* also makes an unusually noteworthy specimen.

Insect pests, such as aphids and spruce budworms, attacking firs are easily controlled with nicotine and arsenical sprays. In trees suffering from lack of soil requirements and in poor health, rust fungi cause leaf failure and witches'-broom; removal

of alternate hosts is the only effective control. Prompt attention to wounds involving the heartwood is the best way to avoid heart rot.

The cover illustration is from a photograph by Gavaghan & Dobson of a specimen in a park planting at Rochester, N. Y. J. G.

LANDSCAPE DAY

[Continued from page 8]

customers, which will offset the lower prices asked by mass outlets. Then, too, the nurseryman offers a larger variety of stock. Even though the do-it-yourself movement is strong, there are still many people who want service. While most nursery businesses start out as a 1-man venture, it is wise to build up the operation so it employs specialists.

One of the best ways to advertise a landscape business is to do creditable work on each job, said Mr. Stangler. When homeowners in a block see a firm's truck parked in front of a house where landscape work is being done, they become acquainted with the name of the firm employed. If the nurseryman gives people their money's worth, he will win out over competition.

The nurseryman has the advantage in that he can hire more trained men; can have greater efficiency in his operation, since he performs more related jobs; he can shift personnel from the garden shop operation to the landscape operation, and he can purchase in large quantities, equalizing inventories between the garden shop and landscape end of the business.

Mr. Eisler related that his firm has a garden shop, does landscape work and grows nursery stock on 250 acres. In winter, trees from five to 12 inches are moved. Many veterans, he said, are now in the process of paying off their mortgages but will be purchasers of nursery stock in the years ahead. Wages for labor in the nursery business need to be increased so good personnel can be retained.

Industrial planting has increased tremendously in the past few years and will continue, for manufacturing plants are not being built in congested areas and thus have room for landscaping. Mr. Eisler related that his garden shop is closed on Sunday without any adverse effect on his business. He believed this practice will need to be followed in the future, to compete for labor.

Predictions

Many controversial opinions were expressed by the last panel member, Dr. Howland. He pointed out that

BENCH ROOT GRAFTS FOR 1957

All shipments will be made between March 15 and April 1, unless otherwise requested or specified or unless, due to inclement weather, period is extended. Order in units of 25 or more of a variety.

MALUS—Flowering Crab Apple

The following varieties \$12.00 per 100.

Almey, pink, large flowers	Hopa, purple-red
Atrosanguinea, carmine	Parkman, pink, double
Bechtel, pink, double	Prince George, pink
Eleyi, purple-red	Red Field, red
Floribunda, pink and white	Red Silver, red
Gloriosa, red	Spectabilis, pink
	Theifera, pink and white

FLOWERING QUINCE

\$15.00 per 100; \$125.00 per 1000.

Charming, shell-pink	Snow, white
Coral Beauty, coral	Stanford Red, red

SYRINGA—French Hybrid Lilac

\$15.00 per 100; \$125.00 per 1000

Alice Eastwood, blue	President Viger, blue
Charles X, claret-red	Macrostachya, pink
Ellen Willmott, white	Mme. A. Buchner, pink
Ludwig Spaeth, purple	Mme. Chas. Souchet, blue (new, 1949)
Paul Hariot, purple	Mme. Lemoine, white
Paul Thirion, claret-red	
President Grevy, blue	

JAPANESE FLOWERING CHERRIES

\$20.00 per 100; \$175.00 per 1000.

Kwanzan, double pink	Weeping Pink
Cash with order. No packing charges.	

RUMMEL NURSERIES

POMPTON PLAINS 1, N. J.

MULTIFLORA ROSE

(*Rosa multiflora japonica*)

Upright, thorny-type, hardy, northern-grown stock, for conservation, living fences and budding understock. Our soil makes the finest fibrous roots. Our high quality is well known.

	Per 1000
1 to 3 mm. in caliper, 8 to 10 ins. in height.....	\$10.00
3 to 8 mm. in caliper, 10 to 24 ins. in height for conservation	22.50
4 to 6 mm. in caliper, 15 to 20 ins. in height for understock.....	25.00
6 to 8 mm. in caliper, 18 to 30 ins. in height.....	35.00

Free Packing

Less than 1000 add 30%.

BROOKVILLE NURSERIES

Box 53, Northern Blvd.

GLEN HEAD, N. Y.

PACHYSANDRA

Terminalis (Japanese Spurge). The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates.

	Per 100	Per 1000	5000 or more
Strong, well-rooted, 1-yr. plants; propagated			
in soil and peat frames with light shade...	\$5.00	\$42.50	\$40.00

Available for immediate shipment March through December. Shipments anywhere, including Canada. Good packing free. A good source of supply.

PEEKSKILL NURSERY

Phone: Lakeland 8-5595
SHRUB OAK, N. Y.

J & P

EVERGREENS
SHADE TREES

SHRUBS, VINES
HEDGE PLANTS, etc.

In good assortment.

Jackson & Perkins Co.
NEWARK, NEW YORK STATE

KOSTER NURSERY

BRIDGETON, N. J.

Exceptionally fine 2-year-old rhododendrons; also rhododendron liners. Available spring, 1957.

Wholesale Nurserymen

JAPANESE BARBERRY

Per 100 Per 1000

GREEN

2-yr., S., 9 to 12 ins.	\$ 7.50	\$ 60.00
Heavy, T., 15 to 18 ins.	20.00	175.00
Heavy, T., 18 to 24 ins.	25.00	225.00
Heavy, T., 2 to 2½ ft.	30.00	.....

RED

2-yr., S., 6 to 9 ins.	5.50	45.00
2-yr., S., 12 to 18 ins.	9.50	85.00
3-yr., T., lightweight, 12 to 18 ins.	.....	.....
3-yr., T., lightweight, 18 to 24 ins.	17.50	150.00
Heavy, T., 12 to 15 ins.	22.50	200.00
Heavy, T., 15 to 18 ins.	27.50	250.00
Heavy, T., 18 to 24 ins.	33.00	300.00
Heavy, T., 2 to 2½ ft.	37.50	350.00

5% cash discount. Packing additional at cost. Can make immediate shipment.

FAIRVIEW EVERGREEN NURSERIES
FAIRVIEW, Erie Co., PA.

BOOKS ON PROPAGATION

Plant Propagation Practices.....\$7.50
By James S. Wells

Propagation of Plants.....\$5.00
By M. G. Kains and L. M. McQuesten

How to Increase Plants.....\$3.00
By A. C. Hottes

Propagation of Horticultural Plants \$6.50
By G. Adriance and F. R. Brison

The Grafters' Handbook.....\$4.50
By R. J. Garner

Order from

AMERICAN NURSERYMAN

343 S. Dearborn St. Chicago 4, Ill.

QUALITY LINERS

In Wide Assortment
NURSERY SALES, INC.
525 Stevens Ave., P. O. Box 295
RIDGEWOOD, N. J.
Gl. 4-6848

the size of house lots is increasing and people are demanding more privacy. In addition, people will have more leisure time in the future to devote to gardening. Dr. Howland predicted that there will be fewer landscape architects in the future.

The highway program, he stated, will not mean much to the nurseryman for five more years, and probably not much then. Utility companies are against the planting of shade trees. Tree plantings are blamed in traffic accidents, resulting in bad publicity. The highway program has already bogged down, he said, due to lack of funds.

In the future, supermarkets will sell more nursery stock, but, he added, so will nurserymen. The nurseryman should be concerned with what the public wants. People want knowledge, not just service. They want to see what is available and how it will look in their gardens.

There will be more evening shopping in the future, also, said Dr. Howland. Nurserymen should install small playgrounds so children can be occupied while their parents shop.

More Time at Home

Dr. Howland believes that nurserymen are losing sales by not offering more holiday specials. With the increasing traffic accident rate, more people will be staying home and working in the garden on holidays. He suggested advertising on Tuesdays and Wednesdays, since supermarkets advertise on Thursdays, and the nurseryman does not wish to be associated with them.

New packaging methods need to be developed. The customer does not always have time to plant immediately after purchase. Container stock has been accepted slowly in the east, pointed out Dr. Howland, but it is not the complete answer.

In the future, nurserymen will have to sell bedding plants and also will have to do more with indoor plants, believed Dr. Howland.

Site Planting

Wednesday afternoon John O. Simonds, Simonds & Simonds, landscape architects' firm of Pittsburgh, Pa., talked on problems of the landscape contractor and the landscape architect on large-scale projects. About 5 to 10 per cent of the landscape architect's time is spent on the planting of a large-scale job. He is not concerned just with making a site pretty, but he is interested in safety, improving the climate and other features.

The landscape contractor can make a good profit on a site plant-

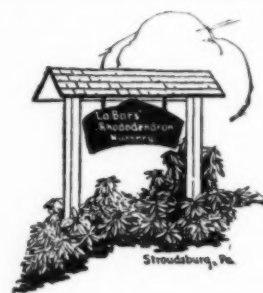
READY FOR SHIPMENT NOW

Red-leaved Barberry	Per 100	Per 1000
2-yr., S., 9 to 12 ins.	\$ 6.50	\$ 50.00
2-yr., S., 12 to 18 ins.	12.50	100.00
Green-leaved Barberry		
2-yr., S., 4 to 9 ins.	4.50	30.00
2-yr., S., 9 to 15 ins.	6.50	50.00
Cornus florida		
1-yr., S., small	3.50	22.50
1-yr., S., planting size (grafting size sold out)	5.00	35.00
Cydonia japonica		
1-yr., S., 6 to 10 ins.	4.50	30.00
1-yr., S., 10 to 15 ins.	7.50	60.00
2-yr., S., 15 to 21 ins.	15.00	125.00
Forsythia Spring Glory		
1-yr., hardwood cutting	7.50	60.00
1-yr., 18 to 24 ins.	15.00	125.00
Euonymus alatus compactus		
1-yr., R. C., T.	17.50	165.00
Taxus cuspidata, spreading		
2-yr., T.	25.00	225.00

Red-leaved Barberry, 1-yr., S., only sold with special permit.
Per 1000, \$50.00
Per 10,000, \$400.00

BROUWER'S NURSERIES

Box 25, NEW LONDON, CONN.



HOLLIES

One of the most complete collections of the better named varieties of American and English holly, 3 to 6-inch pots. Field plants, 2 to 5 ft. Send for list.

ANGELICA NURSERIES

R. D. 1 MOHNTON, PA.

AZALEAS AND HEDGE PLANTS

Splendid stock.

Write for Price List.

DIAMOND STATE NURSERIES
MILFORD, DEL.

DECIDUOUS AND EVERGREEN TREES AND SHRUBS

Outstanding assortment.

Write for Wholesale Price List.

LOVETT'S NURSERY, INC.
LITTLE SILVER, N. J.

We never talk about the other fellow's low prices; he knows what his merchandise is worth. We grow good evergreen liners. Ask for our wholesale list.

The STEDMAN NURSERIES
NEWFANE, N. Y.

SPLIT ROCK NURSERIES

Propagators and Growers

218 Farview Ave.
PARAMUS, N. J.
Phone COlfax 2-5873



Scarff's Nursery, Inc. New Carlisle, Ohio

Special List — Top-Quality Stock — — Finest Miami Valley Grown —

	Each 1000 rate
Barberry, Red, 3-yr., field	
18 to 24 ins.	\$.35
24 to 30 ins.	.45
Caryopteris (Blue Mist), 2-yr.	.30
Cornus elegantissima, 18 to 24 ins.	.45
Cornus keiskei (Dwarf Red Twig), 15 to 18 ins.	.35
Cotoneaster divaricata, 2 to 3 ft.	.80
Cydonia japonica (Pink), 2 to 3 ft.	.45
Deutzia lemoinei compacta, 15 to 18 ins.	.25

Euonymus carrierei, Newport and sieboldi (Specimens B&B)	
15 to 18 ins.	\$1.00
18 to 24 ins.	1.25
24 to 30 ins.	1.50

Euonymus yedoensis (Bittersweet Tree) 36 to 42 ins.	.55
Forsythia Arnold Dwarf, 15 to 18 ins.	.35
Forsythia Lynwood Gold and Spectabilis 2 to 3 ft.	.35
3 to 4 ft.	.45
Hamamelis vernalis (Winter Flowering Witch Hazel) 2 to 3 ft.	.45
3 to 4 ft.	.55
Hydrangea A.G., 18 to 24 ins.	.40
2 to 3 ft.	.45
Hydrangea macrophylla Rosea No. 1 (Large French Pink)	.30
Hydrangea P.G., 2 to 3 ft.	.45

Hypericum kalmianum (Pot O' Gold). Profuse blooming, hardy and wide- ly adaptable. A most attractive dwarf, compact shrub with silvery- blue foliage.	Per 100
15 to 18 ins.	\$40.00
18 to 24 ins.	45.00

Kolkwitzia amabilis, 3 to 4 ft.	.55
Lonicera, Dark Flame, 2-yr. vine	.35
Ligustrum Regel's (True Type), 18 to 24 ins.	.30
24 to 30 ins.	.35
30 to 36 ins.	.45

BUSH HONEYSUCKLES

Finest we have ever grown	
Lonicera fragrantissima	
2 to 3 ft.	\$0.40
3 to 4 ft.	.50
Lonicera maximowiczii sachalinensis, triple red	
2 to 3 ft.	.40
Lonicera zabeli, red, 3 to 4 ft.	.45
4 to 5 ft.	.60

	Each 1000 rate
Philadelphus virginialis, 2 to 3 ft.	\$0.45
Prunus tomentosa, 18 to 24 ins.	.25
2 to 3 ft.	.35
Rhodotypos kerrioides, 2 to 3 ft.	.40
Ribes, alpinum, 15 to 18 ins.	.45
Spiraea Anthony Waterer, 18 to 24 ins.	.45
Spiraea arguta, 2 to 3 ft.	.40
Spiraea prunifolia, 3 to 4 ft.	.45
Spiraea thunbergii, 2 to 3 ft.	.45
Spiraea vanhouttei, 3 to 4 ft.	.35
Tamarix Summer Glo, pink	.35

THE VIBURNUMS

Viburnum americanum, 2 to 3 ft.	\$0.45
3 to 4 ft.	.55
Viburnum burkwoodii 30 to 36 ins., B&B	2.00
36 to 42 ins., B&B	2.25
Viburnum carlesii, 2 to 3 ft., B&B	2.75
Viburnum lantana, 2 to 3 ft.	.45
Viburnum lentago (Nannyberry) 3 to 4 ft.	.45
Viburnum prunifolium (Blackhaw), 2 to 3 ft.	.35
Viburnum wrightii, 2 to 3 ft.	.40

Willow, French caprea	
2 to 3 ft.	.20
4 to 5 ft.	.35

LINING-OUT EVERGREENS

Arborvitae, Dark Green American	
10 to 15 ins., 2-yr., T.T.	.30
Juniper, Andorra	
9 to 12 ins., T.	.30

SMALL FRUIT PLANTS

We have our usual good supply of Berry Plants. See our Trade List or send us your want list for quotation.

LINING-OUT STOCK

	Each 1000 rate
Barberry, Crimson Pygmy, 3 to 4 ins., T.	\$0.25
Euonymus alatus 2-yr., 4 to 6 ins.	.10
Euonymus yedoensis 2-yr., T., 6 to 9 ins.	.08
Cornus elegantissima 15 to 18 ins., T.	.20
18 to 24 ins., T.	.25
Hydrangea macrophylla rosea (New French Pink)	.20
Kerria japonica flora-plena, 2 ins.	.08 1/2
Koeleruteria paniculata (Golden Rain) 2-yr., S., 18 to 24 ins.	.20
2-yr., S., 2 to 3 ft.	.30
Kolkwitzia amabilis 2-yr., T., 10 to 15 ins.	.12
Ligustrum Regel's (True Type) 9 to 12 ins.	.10
Ligustrum Vicary Golden, H. C.	.10
Lonicera maximowiczii sachalinensis (Triple Red) 12 to 18 ins., T.	.10
Prunus subhirtella pendula (Weep- ing Cherry), 2-yr., S., 18 to 24 ins.	.25
2 to 3 ft.	.30
Ribes alpinum, 6 to 9 ins., T.	.15
Syringa microphylla 2-yr., T., 12 to 15 ins.	.17 1/2
Viburnum burkwoodii 2-yr., S., 16 to 18 ins.	.20
2-yr., S., 18 to 24 ins.	.25
Viburnum tomentosum (Double File Viburnum) 6 to 12 ins.	.10
Viburnum wrightii 2-yr., S., 12 to 15 ins.	.10

Quantity prices on request. Our wholesale price list contains many other sizes and varieties. Send for your copy today.

Send for Complete Trade List and Prices of Fruits, Ornamental Shrubs, Vines, Evergreens, Special Mail-order Items and Lining-out Stock.

ing, or he can lose heavily. He pointed out a recent hospital planting which took three years to complete; 28 out of 68 contractors went broke on the job.

Never bid on a job without seeing the plans and documents, he cautioned. Clauses setting a schedule of payments, stating whether it is a union job or indicating if water is to be furnished by the subcontractor are important to know. Landscape contractors never ask to see core borings, yet what is underneath the topsoil is important. The access to the site needs to be known; the kind and amount of topsoil should be investigated beforehand. Eliminate the unknowns, he advised. Ask to see the budget and check unit prices for previous landscape jobs. See the landscape architect; he will help one to bid intelligently.

Bid Safely

Bid safely on jobs at first. Later costs can be trimmed and finally after 10 bids one may get a job. If the job is too big, one can go in with

another landscape contractor. If one does get a job, Mr. Simonds advised going over the plan with the landscape architect to organize the job efficiently.

Order materials ahead, anticipate problems and mechanize for savings, it was further advised. Request payments before they are due and ask for interim inspections reported in writing were additional suggestions.

Nurserymen, said Mr. Simonds, should be aware of the plant materials that are used on big planting projects and grow them in quantity. For one job it required three and one-half weeks to tag all material and necessitated visiting many nurseries in several states, and most of the plant materials were common.

Time-Saving Device

The final talk before adjournment of the convention was on a new labor-saving method of taking inventory and making sales reports, with a demonstration of the equipment. Edward Anderson, landscape salesman for the Oak Park Nurseries,

East Patchogue, L. I., N. Y., was the speaker.

He related that the Oak Park Nurseries have 70 acres of stock, with a well diversified line. Taking inventory is a problem, for it requires two men six weeks, and completion is dependent on the weather. The inventory record should be in office form as soon after the first of the year as possible.

In order to obtain a quicker inventory, the firm tried out a small portable recording machine devised by the Dictaphone Corp. The device can be worn under a jacket, and the microphone can be attached near one's mouth. In one and one-half hours an inventory can be taken and transcribed into office form with the new machine, whereas previously it took two men two and one-half hours.

The machine can be used by salesmen for making reports immediately rather than writing up calls after a full day's work. As he is driving from one stop to another, the salesman can record his report.

THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

PERMANENT PLANTINGS

Recently I was asked to give a talk to a garden club on the subject "Planting for Permanency." At first thought the idea seems a simple one, but after further consideration, one sees a number of aspects, some of them contradictory. The real answer is that, while plants live a relatively long time, none of them is permanent. Furthermore, the gardener would not really want them to be so, for a great part of the attraction of any garden is the change from season to season and year to year.

The first consideration in planting for permanence would be the physical characteristics of the plot in question. It must have at least eight inches of topsoil, with other desirable features. The right topsoil might be a difficult order to fill, but, as any landscape nurseryman can tell you, a property with poor soil will almost defeat him before he starts. Hauling in soil and fertilizing are at the best substitute expedients, used when necessary but never ideal.

Basic Plan Important

The next step would be the formulation of a good basic plan. The plan can be an elaborately detailed one drawn by a professional, or it can be a simple outline sketch or even a mental plan. The plan does a number of things. It sets a definite goal, where the essentials are visualized, and it deters wide deviation from a goal or change of plans in the middle of development. Without a plan the development of the property becomes hit or miss, and the end result is unsatisfactory.

The trees should be planted first, and they are the most nearly permanent garden features. Among the trees there are some that are long-lived and others that are relatively short-lived; those are not the only bases for selection. Often a naturally long-lived species grows poorly when it is moved out of its favored environment. To an opposite extent, some exotic trees will do as well or better when moved from their natural environment, because they are moved away from the locality where diseases and pests which attack them are well established.

The planting of evergreen trees, as in a windbreak or shelter, is governed by the same considerations as the planting of shade trees, with the additional benefit that they can protect each other. The choice of species of both shade trees and evergreens will vary considerably with different sections of the country. In the midwest they will run to oaks, hard maples, tulip poplar, beech, linden and gums; among the evergreens, to cedars, firs, spruce, some pines and hollies.

Foundation Plantings

In the dooryard or foundation planting, the selections are often more difficult and the chances for error are greater. The selection, both in evergreen and deciduous classes, should be governed not only by ecol-

ogy and natural longevity, but also by the ultimate height to which a tree naturally grows. This is the reason for the great popularity of the dwarf taxus, for that is the only conifer that fulfills all of the specifications named. It is also the reason the broad-leaved evergreens are still more suitable for this purpose where they may be grown. In their natural habitat, the broad-leaved evergreens are, in a sense, undergrowth or underplanting, so that they grow naturally both under a canopy and low or dwarf in habit.

When it comes to the flower gardens, the borders, hedges, edgings and specimen or feature plants should be permanent. While perennials, in a sense, are permanent, it is doubtful if this characteristic is vital in a flower garden. A few perennials like dictamnus, lycoris, peonies, old-fashioned roses, German iris and daffodils seem to be immortal, but they do not make a garden without assistance from less permanent varieties.

In considering the environmental needs of a plant, it is much better if they are satisfied naturally. The

MULTIFLORA ROSE

(*Rosa multiflora japonica*)

Conservation grade, 3 mm.

	Per 100
8 to 12 ins.	\$13.50
2/16 to 3/16-in. cal., 10 to 15 ins.	18.00
3/16 to 1/4-in. cal., 15 to 18 ins.	24.00
1/4 to 3/8-in. cal., 18 to 24 ins.	36.00

Plants will be top and root trimmed prior to shipping. All prices F.O.B. Elsberry. No packing charge.

Write for Quantity Prices

You will find us your best source of Multiflora whether you need a few plants or a few million.

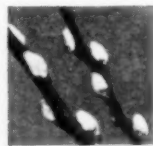


FORREST KEELING NURSERY
ELSBERY, MISSOURI



PINK FRENCH PUSSY WILLOW

(*Salix Discolor* Selection)



Catkin sheath rich mahogany-red with large attractive silvery-pink catkins when mature.

	Per 100	Per 1000
2 to 3 ft.	\$35.00	\$300.00
18 to 24 ins.	30.00	250.00
15 to 18 ins.	25.00	200.00
Liners	12.00	100.00

BEARDSLEE NURSERY

PERRY, O.

Stock that is hardy.
WHOLESALE

SUMMIT NURSERIES
STILLWATER, MINN.

ORNAMENTALS

TREES SHRUBS

EVERGREENS

Wholesale growers of a general assortment for the best landscape plantings.

BRYANT'S NURSERIES
Princeton, Illinois



Wholesale growers of the best Ornamental Evergreens Deciduous Trees Shrubs and Roses

Write for our current trade list.

The Kallay Brothers Co.
1251 Madison Ave. FAIRBANKS, O.

BE SURE TO BUY GOOD ROSES

KRIDER'S is a dependable source for a complete assortment of top-quality patented and standard sure-to-grow roses, at reasonable prices. Our modern refrigerated cold-storage rooms keep stock in perfect condition and full of pep throughout the season. If you are in need of roses order from this ad. We guarantee complete satisfaction, or, if possible, drive over to Middlebury and let us show you the fine quality we offer. Visitors are always welcome. Order now for immediate or later delivery.

Send for complete wholesale price list of shrubs, evergreens, trees, perennials, fruits, lining-out shrubs and evergreens.

PATENTED ROSES—CALIFORNIA-GROWN

2-yr., No. 1	Each Per 20	Each Per 100	2-yr., No. 1	Each Per 20	Each Per 100
Chrysler Imperial, red	\$1.37	\$1.30	Carrousel, red	\$1.00	\$0.93
Charlotte Armstrong, cerise	1.12	1.05	Blanche Mallerin, white	1.00	.95
Festival, thornless red	.90	.75	New Yorker, red	1.00	.95
Mirandy, dark red	1.12	1.05	Mojave, orange	1.50	1.40
Peace, yellow and pink	1.25	1.20	Queen Elizabeth, pink	1.25	1.20
Sutter's Gold, deep gold	1.12	1.05	Buccaneer, canary-yellow	1.25	1.20
Helen Traubel, two-tone pink	1.37	1.30	Tiffany, two-tone pink	1.25	1.20
Climbing Golden Showers	1.65	...	Roundelay, red	1.25	1.20

FLORIBUNDA ROSES

Fashion, coral and red	1.00	.95	White Bouquet	1.30	1.20
Goldlocks, yellow	.75	.70	Improved Lafayette, red	.55	.50
Red Pinocchio, red	.75	.70	Vogue, cherry-coral	1.00	.95
Floradora, orange	.55	.50	Lilbet, pink	1.12	1.05
Pinocchio, pink	.75	.70	Jimmy Cricket, orange	1.25	1.20
Red Ripples, red	.55	.50	Ma Perkins, shell-pink	1.12	1.05
Dagmar, white	.55	.50	Geranium Red, red	.75	.70
Betty Prior, salmon	.65	.60	Circus, multicolor	1.25	1.20
Spartan	1.37	1.30			

STANDARD HYBRID TEA ROSES

Prices on roses below

	Per 10	Per 100	Per 1000
First-class, 2-yr., No. 1	\$5.50	\$50.00	\$475.00
First-class, 2-yr., No. 1½	4.50	37.50	350.00

PINK VARIETIES
 Editor McFarland
 Picture
 The Doctor
 Salmon Radiance
 Betty Upchurch
TWO-TONE VARIETIES
 Condesa de Santiago
 Countess Vandal
 Talisman
 President Hoover

RED VARIETIES
 Christopher Stone
 Etolle de Hollande
 McGredy's Scarlet
 Poinsettia
 Rouge Mallerin
 Crimson Glory
 Red Radiance
RUGOSA ROSES
 E. J. Grootendorst, pink
 E. J. Grootendorst, red

YELLOW VARIETIES
 Golden Dawn
 Mrs. P. S. du Pont
 Yellow Condesa
 Golden Charm
 Eclipse
POLYANTHA ROSES
 Golden Salmon, salmon
 Orleans, pink
 Edith Cavell, red

WHITE VARIETIES
 K. A. Viktoria
 Konigin Luise
HYBRID PERPETUALS
 Paul Neyron, pink
 Capt. Hayward, red
 F. K. Druschki, white

CLIMBING ROSES

Blaze, red everblooming	American Beauty, red	Paul's Scarlet, scarlet	White Dawn, everblooming
Gold Rush, yellow everblooming	Talisman, two-tone	New Dawn, pink everblooming	Coral Pillar, everblooming

ALL ORDERS OF 50 TO 200 ROSES MAY BE FIGURED AT THE 100 RATE, 210 OR MORE TAKE 1000 RATE.

THE KRIDER NURSERIES, INC.

MIDDLEBURY, IND.

HOME OF GOOD ROSES



**Hardy Northern-Grown Stock
at WHOLESALE**

JEWELL NURSERIES, Inc.

Write for Price List.

Box 457, LAKE CITY, MINN.

artificial furnishings of a suitable ecology for plants, except within minor limitations, does not help to preserve or increase a plant's natural longevity.

ILLINOIS CONVENTION

[Continued from page 9]

festations. The infestation at Sheldon is spreading about 12 miles each year.

There are, of course, some isolated spots besides these areas in which

the beetle is present. It is doubtful that the Japanese beetle can be completely eradicated, said Mr. Seifert. Only good control is to be expected. Now the need is for individual control by farmers, who are being urged to apply Japanese beetle controlling insecticide with fertilizers.

The legislative committee of the Illinois State Nurserymen's Association was asked to work on the problem of securing more state and federal funds to be used for Japanese

beetle control work in the state of Illinois.

President's Address

A luncheon preceded the formal opening of the Illinois nurserymen's convention Monday afternoon in the Illinois room of the Hotel La Salle. In his brief address, President John Tures pointed out that the enormous and steady increase in the population of the United States, now at the rate of 3,000,000 persons a year, means proportionately more houses,

SEEDLINGS FOR BEDDING

These are seedlings too light for field planting but are suitable for bedding or potting.

Those marked (*) can be shipped now, the others in spring.

\$50⁰⁰ Per 1000

Kolkwitzia
Pyracantha angustifolia
Viburnum tomentosum

\$35⁰⁰ Per 1000

Washington Hawthorn
Viburnum dentatum

*Viburnum lentago
*Photinia villosa
*Syringa vulgaris
*European Mt. Ash
*Mahonia aquifolium

\$17⁵⁰ Per 1000

*Red Barberry
(Certificate needed for interstate shipment.)

ALSO AVAILABLE:

Kolkwitzia Beauty Bush

	Per 100	Per 1000
9 to 12 ins., T.	\$15.00	\$125.00
12 to 18 ins., T.	22.50	200.00

Washington Hawthorn

6 to 9 ins., S.	7.50	65.00
9 to 12 ins., R.P.	15.00	125.00
12 to 18 ins., R.P.	22.50	200.00

Viburnum Dentatum

6 to 12 ins., S.	7.50	65.00
------------------	------	-------

Viburnum Lantana

6 to 12 ins. . . .	10.00	85.00
12 to 18 ins. . . .	15.00	125.00
18 to 24 ins. . . .	25.00	200.00

Viburnum Tomentosum

6 to 12 ins., S.	10.00	85.00
------------------	-------	-------

Photinia Villosa

6 to 9 ins., R.P.	7.50	65.00
-------------------	------	-------

Rhodotypos

(JETBEAD)

6 to 12 ins. . . .	7.50	65.00
12 to 18 ins. . . .	10.00	85.00

Pyracantha Angustifolia

6 to 9 ins., R.P.	10.00	85.00
-------------------	-------	-------

Pyramidal Arbovitae

4 to 8 ins., T., S.	17.50	150.00
---------------------	-------	--------

NEWPORT NURSERY CO.
NEWPORT, MICH.

hotels, motels, offices and other buildings, in turn providing more consumers for nurserymen's products. But, today, competition from other industries is keener than ever before. The largest industries can and do spend \$10,000,000,000 a year on advertising to entice buyers for their products. So, said Mr. Tures, the questions now are, "How are we to make sure we nurserymen get our share of prosperity? Where do we go from here?"

In partial reply, he said that it is up to the individual nurseryman to try to solve not only the problems facing his business but those confronting the entire nursery industry and not leave it up to the other fellow. The man who supports and works for his industry and his trade association should not regard his efforts as a big favor for the other fellow; he is doing a bigger favor for himself. He asked each member to work on at least one association project during the coming year.

Farm Situation

As an expert on farm economics and a farmer himself, Dave Livingston, Washington, Ia., explained why there has been no recent depression for the entire nation, even though farmers have fared poorly. In the 1920's and 1930's farming was by far the largest industry in the United States in every respect, and when bad times hit it, there was no other industry large enough to carry the nation over the depression years. But since 1951 the building industry has become the nation's largest industry and to such an extent that its prosperity has been able to carry the whole economy over the recent 4-year farm depression. Also this depression has affected different kinds of farming in different years and not all at once. Mr. Livingston sees no reason for a depression in the near future, for today there are several industries to bolster the economy if the farmers continue to have hard going.

Surpluses in farm crops are exaggerated, the speaker said. No one has defined just how much is normal reserve and how much more is excess surplus, and this Mr. Livingston advocated be done.

Having passed from an economy of subsistence to abundance, the American people are quite different from ever before, said Pierre D. Martineau, director of research for the Chicago Tribune. Today consumers have money, even though most of them really have credit, not actual cash, and it does not occur to them that the use of credit is not

EVERGREEN LINERS

Heavy, rooted, 2 1/4-in. pots.
Spring, 1957, delivery.

ARBORVITAE	100	1000
American Dark Green	\$20.00	\$175.00
Globe Woodward	20.00	175.00
Pyramidal	20.00	175.00
JUNIPER		
Andorra	20.00	175.00
Hetz	20.00	180.00
Pfitzer	25.00	200.00
Savin	20.00	180.00
Siberian	20.00	180.00
TAXUS		
Capitata	25.00	225.00
Cuspidata	22.50	200.00

EVERGREEN SEEDLINGS

Stock grown on sandy loam,
good, heavy, fibrous roots.

Arbovitae, American	100	1000
4 to 6 ins., 2-yr.	\$4.00	\$35.00
6 to 9 ins., 2-yr.	5.00	45.00
Pine, Austrian		
6 to 9 ins., 2-yr.	5.00	45.00
Pine, Mugho		
2 to 4 ins., 2-yr.	4.00	35.00
4 to 6 ins., 3-yr.	5.00	45.00
Pine, Norway		
9 to 12 ins., 3-yr.	4.50	40.00
12 to 18 ins., 3-yr.	5.50	50.00
Pine, Ponderosa		
6 to 9 ins., 2-yr.	4.50	40.00
9 to 12 ins., 3-yr.	5.50	50.00
12 to 18 ins., 3-yr.	6.50	60.00
Pine, White		
6 to 9 ins., 3-yr.	4.50	40.00
9 to 12 ins., 3-yr.	5.00	45.00
Spruce, Black Hills		
4 to 6 ins., 3-yr.	4.50	40.00
6 to 9 ins., 4-yr.	6.00	55.00
Spruce, Colorado Blue		
4 to 6 ins., 3-yr.	5.00	40.00
2 to 4 ins., 2-yr.	4.00	35.00

THE LAKE CITY NURSERIES, INC.
LAKE CITY, MINN.

SPRING, 1957

Evergreens

Shrubs

Shade Trees

Fruit Trees

Amur River Privet, all sizes up to
3 to 4 ft., 3-yr., twice cut back.

Barberry Mentorensis, up to 2 to
3 ft.

Special price quantity lots.

C. M. HOBBS & SONS, INC.
BRIDGEPORT, IND.
Established 1875

GOOD

NURSERY STOCK

AS WELL AS

ROSES

GERARD K. KLYN, Inc.
MENTOR, O.

going to continue forever. So now everyone can be plush in style at everyday prices. Just having enough to eat and live reasonably comfortably is not enough; people are more interested in having the better things, the glamorous things.

Businesses and industries doing well today are the ones which have realized this change in the public's attitude, said Mr. Martineau. They have dressed up their places of business, their products and their advertising. They know they have to sell not just to the pocketbook, but to emotions. The competition now is for a share of the customer's mind.

The pressure of the right kind of advertising on the consumer can bring amazing results. It is not what a product really is, but what the people believe it is. The reason many products do not sell well is not because they are not good, but because they are not made attractive or interesting. Merely changing the color, the design of the label or the style of the package, while keeping the product the same, can often boost sales immensely. The housewife now wants a second or third telephone in her home just because she can have it in a color to match a certain room, or a new refrigerator or washer because now there are colors and styles to match the kitchen walls. The family has to have a new car every three years, not because the old one does not run well, but because the new model is more colorful, more stylish.

The Human Element

Two excellent speakers presented worth-while messages after the luncheon, January 15. First, Dr. Kenneth McFarland, Topeka, Kan., educational consultant and lecturer for General Motors Corp., eloquently put across the point that the human element is a so much greater factor in our businesses or vocations than we realize. People, be they employees or customers, are not problems; they are assets. "You" is the common denominator. Whom are you working for? Whom are you trying to please? You, be it yourself or the other fellow.

Dr. McFarland offered some interesting statistics from a study made by Leland Stanford University on why men and women are fired from factory jobs. Ninety-three per cent are fired for reasons not even remotely connected with skill or know-how. Laziness, absenteeism, intemperance, immorality and disloyalty are the chief reasons. Morality, or basic good character, has proved to have greater and

Gleditsia triacanthos inermis
(IMPERIAL Honey Locust)
Plant Patent Pending.

Another new fast-selling profit-maker for you...

by the originators
of the spectacular
SUNBURST



Cole's IMPERIAL Honey Locust

...the finest, new, all-around tree in America today

Here's the tree your customers have been waiting for. IMPERIAL has all the characteristics that put Honey Locusts at the top of the list of America's best trees: easy transplanting and maintenance; wide adaptability to soil and location; high resistance to weather extremes, disease and insects.

IMPERIAL grows straight and strong without staking and produces a dense, uniform crown with a minimum of trimming. Numerous, well-spaced branches emerge at nearly 90 degrees, assuring strong crotches. Prolific branching makes a fairly broad, uniform, compact head. Even small two-year-old trees have a rather mature appearance. Foliage is dainty and refined with closely spaced leaves and a fresh green color. No seed

pods have been produced on the thousands of specimens observed.

Cole's new IMPERIAL is a superior Honey Locust at comparatively low price. It's sure to please your customers and add to your profits. Order now to be sure of your supply.

IMPERIAL PRICES FOR 1957:

	Each 10 to 29	Each 30 to 299	Each 300 and up
¾ to 1-in. cal., 8 to 10 ft.	\$5.35	\$4.85	...
1 to 1¼-in. cal., 8 to 10 ft.	6.00	5.50	\$5.00
1¼ to 1½-in. cal.	8.25	7.50	6.75

Cole Nursery has been recognized for 75 years as a reliable source of high-quality landscape material. We can supply your needs promptly in large quantity and wide variety. Write for our latest catalog showing all items.

NURSERYMEN FOR 75 YEARS

THE **COLE** NURSERY CO.
PAINESVILLE, OHIO

GINKGO BILOBA

Transplanted Specimens, XXXX

	B.R. Each Per 100	B&B Each Per 100
2½ to 3-in. cal., 12 to 15 ft.	\$17.50	\$25.00
3 to 3½-in. cal., 15 to 18 ft.	22.00	30.00

THE WM. A. NATORP CO.

4400 Reading Rd. CINCINNATI 29, O.
Visit our nurseries when in Cincinnati

Over 100 Years' Nursery Experience

ILGENFRITZ
NURSERIES, Inc.

The Monroe Nursery
MONROE, MICHIGAN
GET THE BEST BUY ILGENFRITZ

FORSYTHIA LYNWOOD GOLD

	Per 100
Rooted cuttings, outside frame...	\$10.00
2¼-in. pots, 1-yr.	15.00
15 to 18 ins., 2-yr. XX	35.00
24 to 36 ins., 3-yr. XX	50.00

GILSON GARDENS
PERRY, O.

FOR SPRING SALES ARBORVITAE Pyramid Dark Green American Woodward Globe

These common but good varieties don't need to be sold in the spring. They sell themselves.



Dark Green American Arborvitae
One of 5 blocks of Berryhill's good strain. Heavy, well-filled, generously graded.

Pyramid Arborvitae	Each
3 to 3 1/2 ft.	\$3.00
3 1/2 to 4 ft.	3.25
4 to 4 1/2 ft.	3.65

Dark Green American Arborvitae
3 to 4 ft., heavy **3.25**

Woodward Globe Arborvitae
15 to 18 ins., heavy **1.85**
18 to 24 ins., heavy **2.35**

We offer these good varieties, plus our line of Taxus, Juniper, other Arborvitae, Euonymus, Cotoneaster, Ilex and others. Some lining-out, many B&B.

WRITE OR COME TO SEE US

THE BERRYHILL NURSERY CO.

Mail Address: P. O. Box 696

Location: 4 1/2 miles N.E. of town on State Route No. 4

SPRINGFIELD, OHIO

greater connection with long-time business success.

Good, old-fashioned loyalty is one of the most valuable personal commodities there is. Today there is a greater market for it than ever before in business, just because there is such a low supply of it. Employees of a business, be they unskilled, skilled or white collar workers, have one thing in common; they are all on the same payroll. If the boss does not make money, he cannot pay his employees, no matter what the contract says. No employee or group of employees can afford to have the attitude, "What if the ship is sinking, I don't own it." On a ship, you cannot sink just the officers' quarters or just the crews'; all sink or swim together.

Dr. McFarland asked, "What kind of vehicle do you have for delivering your skills, your know-how?" Skills and knowledge are like products; they are not of value until they are marketed or delivered. Your vehicle is yourself.

You have got to be a "man," said the speaker. You do not get a paycheck just because you are a man, but you do not receive any or much of one if you do not act like one. To be a "man," you have to have respect for other people. Try to remember that everyone who walks into your place of business is like a guest of the family, and treat him as such.

How much more successful all of us would be in business, said Dr. McFarland, if we would celebrate December 25 every day in its true spirit, remembering and using what the man whose birthday that is said, "He who would be chief must be servant of all." The speaker closed with this verse, which he believes describes well the basis of the whole free enterprise system.

"The meek and the gentle,
The ribald and the rude,
He took as He found them
And did them all good."

How to Listen Well

More words of Christ, "Unto you who hear shall more be given," closed and summed up the talk, "The Art of Listening," by the other speaker, Dr. Ralph G. Nichols, head of communications program, University of Minnesota, St. Paul.

Ninety-eight per cent of all we learn comes through eyes and ears. Studies have shown that 70 per cent of the white collar workers' working day is concerned with communication. Of this time, 9 per cent is spent in writing, 16 per cent in reading, 30 per cent in talking and 45 per

LINING-OUT STOCK

For Spring, 1957, Delivery

	Per 100	1000
One-Year Potted Stock, Cutting-Grown		
<i>Buxus koreana</i> , 2-in. pots.		
6 to 8 ins.	\$22.50	\$200.00
<i>Buxus sempervirens</i> , 2 1/4-in. pots.		
3 to 5 ins.	22.50	200.00
<i>Cotoneaster zabell</i> , 2-in. pots.		
6 to 8 ins.	17.50	.....
<i>Hedera helix</i> (Baltic Ivy), 6 to 10 ins., vines.	15.00	120.00
<i>Juniperus hetzi</i> , 2-in. pots.		
6 to 8 ins.	20.00	180.00
<i>Juniperus pfitzeriana</i> , 2-in. pots.		
6 to 8 ins.	20.00	175.00
<i>Taxus media hicksii</i> , 2 1/4-in. pots.		
4 to 8 ins.	22.50	200.00
Two-Year Potted Stock, Cutting-Grown		
<i>Buxus sempervirens</i> , 2 1/2-in. pots.		
6 to 8 ins.	27.50	225.00
<i>Cotoneaster apiculata</i> , 2 1/4-in. pots.		
4 to 8 ins.	22.50	.....
<i>Juniperus hetzi</i> , 2 1/4-in. pots.		
6 to 8 ins.	22.50	200.00
<i>Pyracantha coccinea pauciflora</i> , 2-in. pots.		
3 to 6 ins.	22.50	.....
<i>Pyracantha royaleana</i> , 2-in. pots.		
3 to 6 ins.	22.50	.....
<i>Taxus cuspidata</i> , 2-in. pots.		
6 to 9 ins.	20.00	180.00
<i>Taxus cuspidata</i> , 2 1/4-in. pots.		
6 to 9 ins.	22.50	200.00
<i>Taxus hicksii</i> , 2 1/2-in. pots.		
6 to 8 ins.	25.00	225.00
Transplanted Stock under Lath. Bare roots.		
<i>Arborvitae globosa</i> , 2-yr., 6 to 8 ins.	27.50	250.00
<i>Canadian Hemlock</i> , 1-yr., 8 to 10 ins.	27.50	250.00
<i>Taxus cuspidata</i> , 1-yr., 6 to 8 ins.	32.50	300.00
<i>Taxus cuspidata</i> , 2-yr., 8 to 10 ins.	37.50	350.00
Seedlings, Well-Established, Potted.		
<i>Cotoneaster apiculata</i> , 2-in. pots.		
.....	22.50	.....
<i>Mahonia aquifolium</i> , 2-in. pots.		
.....	22.50	.....
<i>Pyracantha coccinea inlandi</i> , 2-in. pots.		
.....	22.50	.....
<i>Pyracantha coccinea inlandi</i> , 2-in. pots.		
cutting-grown	22.50	.....
<i>Pyracantha royaleana</i> , 2-in. pots.		
.....	22.50	.....
<i>Pyracantha royaleana</i> , 2-in. pots.		
cutting-grown	22.50	.....
<i>Shumard Oak</i> , sown Nov. 1955, 12 to 15 ins.	15.00	.....
15 to 18 ins.	20.00	.....
Send for our complete list. Packing at cost.		

FLORAL GARDENS NURSERY

S. H. Swartztrauber J. W. Aker
EATON, OHIO

Hydrangea P. G.

Hydrangea P. G. (Tree Form)

Ornamental Trees

Grapevines, 1-yr.

Thorne Brewster

WILLOWBEND NURSERY

PERRY, O.

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO.

ONARGA, ILL.

SOMETHING NEW THE FIRST

JUNE BRIDE WHITE GRANDIFLORA

P. A. F.

This new white rose, being introduced at \$2.50 (retail) by The Bosley Nursery of Mentor, Ohio, is getting so much publicity that you can't afford to be without it.

Following is a partial list of the publicity this rose is getting:

ARTICLES

HORTICULTURE, POPULAR GARDENING,
FLOWER GROWER, FLOWER & GARDEN,
AMERICAN ROSE MAGAZINE (Cover)

ADS

AMERICAN ROSE MAGAZINE
FLOWER GROWER
HORTICULTURE (Color)

Publicity releases and pictures have been requested and will be sent to hundreds of local newspapers. (They will be sent to your paper if you will send us the name of the paper and the garden editor.)

COVER YOUR REQUIREMENTS RIGHT AWAY AS THE SUPPLY OF THIS BRAND NEW SUPER-WHITE GRANDIFLORA ROSE IS DEFINITELY SHORT (Due to the vigor of this new rose (the No. 1½ grade is ample for potting).)

PRICE (SUBJECT TO PRIOR SALE) F.O.B. Mentor, O. Packing at cost.

	Each 1 to 9	Each 10 to 19	Each 20 to 99	Each 100 to 249	Each 250 and up
No. 1	\$1.60	\$1.40	\$1.25	\$1.20	\$1.10
No. 1½	1.28	1.12	1.00	.96	.88

THE BOSLEY NURSERY

MENTOR, OHIO

cent in listening. Yet, we are taught writing during 16 of our school years, reading in the first six grades, and speaking is usually only an extracurricular activity. We receive no formal training in listening. In 1948 only one college in the whole United States taught a course in listening. In 1956 22 universities offered courses in listening and were doing graduate research on the subject.

Inefficient listening is a real problem. Dr. Nichols' tests have proved that college freshmen have only a 25 per cent efficiency level of listening. Strange as it may seem to us at first thought, the best listeners are first graders. Six-year-olds have a 90 per cent listening efficiency level; second graders have an 80 per cent level, and this dwindles year by year down to the 25 per cent level of college freshmen.

Listening Efficiency

A business executive or salesman may spend 80 per cent of his time with communication, and probably half of that time in listening. So it is well to remember that he is being paid as much for his listening ability as for his speaking ability. Today many businesses have instituted programs on how to listen well for their management personnel. Among them are General Motors Corp., General Electric Co., Ford Motor Co. and American Telegraph & Telephone Co., as well as many smaller firms. The American Management Association and the Bureau of National Affairs have published

Another COLE Special ALMEY FLOWERING CRAB

All well branched. Finest we have ever grown. Large, fiery-crimson blossoms with white star in center. Blooms when very young. Small scarlet fruits hold on well.

Malus Almey

	Each 10 to 29	Each 30 and up
6 to 7 ft.	\$2.15	\$1.90
7 to 8 ft.	2.60	2.35
1 to 1¼-in. cal.	3.30	3.00
1¼ to 1½-in. cal.	4.40	4.00

NURSEYMEN FOR 75 YEARS

THE **COLE** NURSERY CO.
PAINESVILLE, OHIO

15 MILLION SEEDLINGS

of

Scotch, Austrian and Red Pine

MCCURDY BROS. NURSERIES

MANTON, MICH.

HARDY PLANTS Bulbs and Shrubs

"America's Finest"

Write for Trade List

Springbrook Gardens

MENTOR, O.

NORTHERN-GROWN STOCK

Evergreen Liners
Bleeding Hearts
Ornamental Shrubs
Fruit Trees
French Lilacs

Philadelphus Minnesota Snowflake
(Plant Patent No. 538).

Send for list.

J. V. BAILEY NURSERIES

ST. PAUL 6, MINN.

CERTIFIED BLUEBERRY PLANTS

Two and three-year-old. 16 varieties.

Write for list of prices.

CLAFLIN'S NURSERY

New Lisbon Rd. FEMBERTON, N. J.

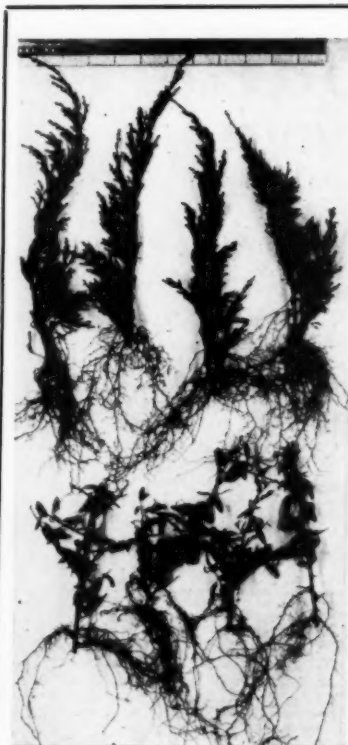
LYNWOOD GOLD

FORSYTHIA

Recent import from Ireland. Full-flowered; deep golden color. Heavy, outdoor frame-rooted cuttings.

\$12.00 per 100, \$100.00 per 1000

BEARDSLEE NURSERY, Perry, O.



Pictured above, top row, *Andorra Juniper*; bottom row, *Pyracantha lalandi*.

See classified ad under lining-out stock for prices and other items.

MCININCH GREENHOUSES ST. JOSEPH, MO.

REMEMBER SHERMAN'S for . . .

Alpine Currant
Hydrangea P. G.
French Lilacs
Snowball
Shade Trees
Evergreens
Phlox
Peonies
Plum Seedlings
Lining-out Stock

Let us quote you on your requirements.

SHERMAN NURSERY CO.
CHARLES CITY, IA.

ARMINTROUT'S EVERGREEN NURSERY ALLEGAN, MICH.

Seedlings—Transplants
Finished Stock
Send for price list.

pamphlets on how to listen. And several courses teaching the subject of listening may be purchased.

Bad Listening Habits

Everyone can become a better listener if he would first rid himself of his bad listening habits, said Dr. Nichols. He then listed the 10 worst listening habits. One of these is calling a subject uninteresting before one even hears any of the talk. As someone has put it, there are no uninteresting subjects, only uninterested listeners. Criticizing the speaker's delivery or appearance is a bad fault. Becoming overstimulated by what the speaker says and wanting to argue with him is a third fault. Learn to withhold evaluation until your comprehension of what the speaker has said is complete. Do not listen only for facts; get the main ideas. Another bad habit is that of trying to make an outline of the speaker's talk. Adjust your type of note taking to the speaker's talk no matter how he presents it.

Faking attention to the speaker and tolerating or creating distractions are two more bad habits. It is a bad idea to avoid listening to difficult or expository material. When people listen only to comedians on television and never voluntarily subject themselves to educational programs, such as round-table discussions, how can they be expected to pay attention to more difficult subject matter when they are involuntarily subjected to it. Letting emotion-laden words cause us to stop listening for several sentences is a common bad habit.

The tenth worst habit and probably the most important, said Dr. Nichols, is wasting the differential between speech and thought speed. The average person talks at a rate of 125 words a minute and the public speaker at 100 words a minute, but the average listener listens at 400 to 700 words a minute. It has been estimated that one listens for 10 seconds out of every minute. For the other 50 seconds, the average listener goes out on mental tangents. If we could listen 60 seconds of each minute, we could not only hear what the speaker says, but understand and interpret his words and even hear between the lines.

There are three things to do to listen well, said Dr. Nichols. First, anticipate the speaker's next point. Second, identify the kind of supporting evidence he uses. Third, mentally recapitulate every three minutes.

The third day of the convention

SHADE TREES

These are exceptionally nice, straight and well-branched native trees; dug bare-root or balled and burlapped as near A. A. N. specifications as possible. *River Birch, Rubrum Maple, Pin Oak, Sweet Gum and Clump Birch.*

	Each	Each
	Per 10	Per 100
5 to 6 ft., B.R.	\$ 1.25	
6 to 8 ft., B.R.	\$ 2.00	1.75
8 to 10 ft., B.R.	3.50	3.25
1 to 1½ ins., B&B	6.50	6.00
1½ to 2 ins., B&B	8.00	7.50
2 to 2½ ins., B&B	10.50	10.00
2½ to 3 ins., B&B	14.00	13.00

FLOWERING CRAB APPLE BENCH GRAFTS for early spring delivery in *Almey, Red Silver, Kingsmere, Jay Darling, Wabiskaw, Purple, Double Chinese White, Aldenham, Coinn Cherry, Flame, Hops and Eley.* \$25.00 per 100; \$112.50 per 500; \$200.00 per 1000.

APPLE BENCH GRAFTS in *Transparent, Red Delicious, Yellow Delicious, Stayman, Grimes Golden, Jonathan and Turkey.* \$15.00 per 100; \$62.50 per 500; \$100.00 per 1000.

APPLE SCIONS in above varieties at \$15.00 per 1000. Will average about three cuts to scions.

EGYPTIAN NURSERY & LANDSCAPE CO.
FARINA, ILL. Phone 3551

EVERGREENS

Lining-out and B&B Stock

SHADE TREES

FLOWERING SHRUBS



P. O. Box 1747

MILWAUKEE, WIS.

Q
U
A
L
I
T
Y

LAKE COUNTY NURSERYMEN'S ASSN.

P. O. Box 33
MENTOR, O.

Write for Membership List

GARDEN MUMS

Rooted Cuttings

CUNNINGHAM GARDENS, INC.
Waldron, Ind.

was composed of an afternoon program by the American Association of Nurserymen and a banquet in the evening. A report of these will appear in the next issue.

ILLINOIS A. A. N. CHAPTER

A short meeting of the Illinois chapter 3 of the American Association of Nurserymen was held January 15 at the Hotel La Salle, Chicago. President John Tures, Des Plaines, presided.

New officers of the chapter will be the same as those for the Illinois State Nurserymen's Association, with the exception of the secretary, because the new state association secretary is not an A. A. N. member. Miles W. Bryant, Princeton, will continue as A. A. N. chapter secretary. New directors elected are Corliss Ingels, Home Nursery, Lafayette, and John Fiore, Prairie View. Delegates to the national convention will be selected in June by the chapter's board of directors.

MAIL-ORDER MEETING

[Concluded from page 10]

N. M. O. N. A., called upon Robert Meredith, of the A. A. N. headquarters staff, to discuss the postal rate situation. He felt certain that a request will be made to the current Congress similar to that made last year for increases in second and third-class mail, while he believed the postmaster would ask for an increase on first-class mail from 3 to 5 cents and on air mail from 6 to 8 cents. Before rate increases can be considered, he said, there is a general move for a major policy statement to be adopted on postal service.

Turning to public law No. 199, he stated that the A. A. N. is interested in it because it believes the law is greatly increasing the cost of parcel-post service. Mr. Meredith related that there is a good possibility that the law will be modified.

Reporting as program chairman, Hugh Steavenson, Forrest Keeling Nursery, Elsberry, Mo., urged members to return the questionnaires with suggestions as to what type of program they would like at the August meeting.

Completing the meeting, Robert Bauge, Judson Wholesale Nursery, Bristol, Ind., reported the date change for the August meeting and said that booth space for associate members would be continued. With a balance of \$7,500 on hand, he asked the members for ideas on additional services which the association might perform.

TREE LIST FOR SPRING

	Per 100	Per 1000	Per 1000 in 10,000 lots
Colorado Blue Spruce			
(3-0), 3 to 6 ins.	\$ 6.00	\$ 30.00	....
(3-0), 6 to 10 ins.	10.00	50.00	\$47.50
(3-1), 6 to 12 ins.	16.00	80.00	....
8 to 12 ins., XX	40.00	350.00	....
12 to 18 ins., XX	75.00	....	....
Black Hills Spruce			
6 to 9 ins., XX	20.00	150.00	....
10 to 15 ins., XX	32.00	300.00	....
White Spruce			
(3-0), 4 to 8 ins.	10.00	42.00	40.00
Norway Spruce			
(3-0), 6 to 12 ins.	10.00	45.00	42.50
Douglas Fir			
(2-0), 3 to 6 ins.	8.00	30.00	28.00
(3-0), 4 to 8 ins.	10.00	35.00	....
4 to 8 ins., X	15.00	85.00	....
8 to 12 ins., X	20.00	135.00	....
Mugho Pine, Tyrolean, top-sheared			
(3-0), 3 to 5 ins.	12.00	60.00	....
Mugho Pine, Swiss Mt., sheared			
(3-2), 4 to 8 ins.	25.00	160.00	....
Taxus cuspidata capitata, sheared			
6 to 9 ins., XX	55.00	....	....
Riga Scotch Pine			
(2-0), 2 to 3½ ins.	5.00	16.00	14.00
(2-0), 3½ to 8 ins.	8.00	28.00	26.00
(2-1), 4 to 10 ins.	12.00	55.00	....
Austrian Pine			
(2-1), 3 to 8 ins.	12.00	55.00	....
White Birch			
3 to 4 ft., XX	75.00	....	....

TERMS: Cash with order please, or 25% deposit, balance before shipment. 50 at 100 rate, 500 at 1000 rate, all seedlings sold in multiples of 50, all transplants sold in multiples of 10. Minimum order \$10.00. Packing charges included in price of trees.

MATTHEWS NURSERY

HARBOR SPRINGS, MICH.

Telephones: 123, 48 or 732

Another COLE Special THE RARE KATSURA TREE

Lovely, pest-free symmetrical tree; hardy and tough; highly colored spring and fall. These are tree-shaped, with strong straight stems. Transplant readily without ball of earth.

Cercidiphyllum japonicum

	Each	Each
	5 to 24	25 and up
5 to 6 ft.	\$3.85	\$3.50
6 to 8 ft.	5.50	5.00

NURSERYMEN FOR 75 YEARS

THE **COLE** NURSERY CO.
PAINESVILLE, OHIO

HANKOW CORKSCREW TREE (Salix matsudana tortuosa)

Unusual landscape, addition to tree lawn or shrub border. Branches both large and small grow upward with an exotic corkscrew twist.

A charming hardy Oriental tree that will delight you and your horticulturally interested customers.

	Per Each	Per Dozen
4 to 5 ft.	\$2.50	\$25.00
6 to 8 ft.	3.50	35.00

BEARDSLEE NURSERY
PERRY, OHIO

EUONYMUS FOR SPRING

Compactus

18 to 24 ins., heavy B.R.	\$0.80
18 to 24 ins., B&B	1.25

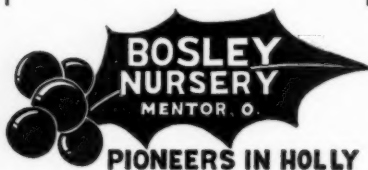
Alatus

3 to 4 ft., B.R.	1.50
3 to 4 ft., B&B	2.00

WADE & GATTON NURSERIES
BELLVILLE, OHIO

MOTHER NATURE DOUBLED OUR SALES

Many nurserymen think that the fact that both a male and female holly are required in order that berries may be produced on holly is a drawback. Don't you believe it. That is the best deal that old Mother Nature ever gave us nurserymen. Do you know anything else that will double your sales as fast as that? Planting time is just around the corner, so don't hesitate on hardy holly—send for our list of 20°-below-zero holly today.



LINING-OUT and FINISHED STOCK

Ask for List

THE COTTAGE GARDENS

Our 32nd Year

Nick I. W. Kriek—Harold E. Hicks
LANSING 17, MICH.

DELPHINIUM

Extra heavy, 1-yr., field.
Belladonna Improved, \$15.00 per 100.
Blackmore & Langdon Hybrids, \$25.00 per 100.

Wrexham Hybrids, \$25.00 per 100.
Bentley's HARDY PLANTS

2559 Mentor Ave. MENTOR, O.

OBITUARY

A. M. Doerner

Armin M. Doerner, long associated with the nursery trade in the northwest, died at his home at El Sobrante, Calif., January 3, of a heart attack. He was born at Denver, Colo., in 1893.

Mr. Doerner was graduated from Oregon State College, Corvallis, in 1916, having specialized in horticulture and landscape design, and went on to Kansas State College, Manhattan, for post-graduate work. After that, he was professor of landscape design and architecture at Washington State College, Pullman.

In 1923, he joined the firm of Doty & Dorris, Portland, Ore., and at the death of Mr. Dorris, in 1925, the firm was incorporated under the name of Doty & Doerner, Inc. He was an expert on landscape construction and served as vice-president of the firm until his retirement.

In 1931, he took a 4-year leave of absence from the nursery business to serve the federal government in the forest service and national park service.

He was active in the old Pacific Coast Nurserymen's Association and in the Portland Nursery Club. He later assisted with the organization of the Oregon Association of Nurserymen and became its ninth president in 1942.

Mr. Doerner retired from active nursery management in 1949 and moved to the east bay area in California where he had since resided. He later became associated with East Bay Nursery, Berkeley, where he worked until his death.

C. H. P.

J. Edward Wilson

J. Edward Wilson, owner of the Wilson Nurseries, Newport, R. I., died December 31 in a nursing home at Newport. Born at Newport 83 years ago, Mr. Wilson took over operation and ownership of the nursery upon the death of his father, who had started the business.

ADDITION of a new lath house to Hart's Nursery, St. Joe, Ind., is announced by Harold J. Kagey, owner.

MAPPING an expansion of his wholesale Christmas tree business, G. R. DeForest, Wayne, Mich., plans to establish a nursery specializing in this type of stock.

LINING-OUT STOCK

Pot-Grown

Immediate and Fall Shipment

	Per 100
<i>Euonymus vegetus</i> , 2 1/4-in. pot	\$18.50
<i>Euonymus radicans</i> , variegated, 2 1/4-in. pot	18.50
3-in. pot	35.00
<i>Juniperus pfitzeriana compacta</i> , 2 1/2-in. pot	25.00
<i>Taxus bickelii</i> , 2 1/2-in. pot	27.50
<i>Thuja elegantissima</i> , 2 1/2-in. pot	20.00
<i>Thuja pyramidalis</i> , 2 1/2-in. pot	20.00
<i>Thuja wareana</i> , 2 1/2-in. pot	20.00
<i>Thuja woodwardii</i> , 2 1/2-in. pot	20.00
<i>Philadelphus aureus</i> , 2 1/4-in. pot	17.50

THE *Hollandia*
Gardens
SOUTH VIENNA, O.

PLACE YOUR ORDER NOW!

Per 100 Per 1000

GINKGO BILOBA

(Maidenhair Tree)

6 to 12 ins.,
2-yr., S. \$17.00 \$160.00

HYDRANGEA PETIOLARIS

(Climbing Hydrangea)

2 1/2-in. pots 40.00 350.00

GOLDEN VICARY

PRIVET

8 to 12 ins., T. 22.00 200.00

AZALEA LITTLE BEAUTY

double, deep rose

8 to 10 ins., T. 80.00 700.00

GIRARD BROS. NURSERY

GENEVA, O.

Send for our price list.

ROSES

Quality and Service

MENTOR
ROSE GROWERS, INC.
MENTOR, O.

Get our price list before you buy



TAXUS

is our specialty.

Bed stock—Liners

Finished—Specimen.

Send for List

EAGLE CREEK NURSERY CO., NEW AUGUSTA, IND.

Finest Quality

PERENNIALS and SHRUBS

Write for complete trade list.

KINGWOOD NURSERIES
MENTOR, O.

EXTRA SELLING POWER

Do you have trouble finding that extra something that will give your display that little extra boost, distinguishing it from every other list or display in your area? The following items have been chosen from our list and have the unique quality of being ideally suited for container growing, forcing stock and sales lot display. All the items handle best in a dormant condition and will respond well to late winter or early spring planting and potting. Order now to be certain of being supplied. Specify your preferred shipping date.

	Per 10	Per 100		Per 10	Per 100
Astilbe or Spiraea			Tritoma, any variety.....	\$2.50	\$20.00
Bonn, soft pink.....	\$4.50	\$40.00	Teucrium chamaedrys		
Cologne, crimson-pink	4.50	40.00	2-yr., heavy	2.75	22.50
Daphne cneorum, 1-yr.....	4.00	35.00	1-yr., heavy	2.00	15.00
Funkia, variegated	2.50	20.00	Plumbago larpentiae	2.25	18.00
Gerbera jamesoni Giant Hybrid	2.75	22.50	Privet, Dwarf Golden Vicary		
Hibiscus Giant Hybrid.....	2.25	18.00	12 to 15 ins.....	3.50	30.00

Write for our complete list which will be available soon.

THE JOSEPH F. MARTIN CO., INC.

P. O. Box 189

PAINESVILLE, OHIO

ROSE GROWTH SPEEDED

The Arizona Rose Co., 15 miles north of Phoenix, Ariz., has produced a crop of 70,000 finished rosebushes, ready for marketing, in less than a year, according to Paul Passage, co-owner and manager of the company. He also reports that 31½ acres of 2-year roses are about double normal size for the first year's growth. Fred Mungia and Frank Bayerque, co-owners of the Montebello Rose Co., Puente, Calif., are associated in the Phoenix enterprise with Mr. Passage.

Mr. Passage attributes the remarkable growth of the roses to the Phoenix area's excellent conditions for rose growing and to the company's program of irrigation and fertilization. Aphis and mildew were controlled by one spraying and one dusting, respectively, in spring and fall, and one application of iron chelate prevented chlorosis.

Dr. Huey rootstock cuttings were planted in a prepared, preirrigated and paper-mulched field November 15. Both the 1-year and 2-year crops were irrigated every 15 days through the growing season. On March 12, 600 pounds of Shell NH₃ were applied with the irrigation water, another 600 pounds on March 27 and an additional 300 pounds on March 30. During this 18-day period 740,000 of the 770,000 rootstocks were budded.

The budded stock grew rapidly with the NH₃ applications, which were continued on the following schedule: 150 pounds on April 19, April 25 and April 28; 300 pounds on May 30, and monthly applications of 150 pounds each in July, August and September.

MUST CLEAR BLOCK

VIBURNUMS

	Each	Each
	Per 10	Per 100
300 Burkwoodi, 4 to 5 ft., B&B		
300 Carlesi, 3 to 4 ft., B&B	\$3.50	\$3.00
700 Juddi (Improved Carlesi), 3 to 4 ft. (all above nicely budded)		

VIBURNUMS, heavy, transplanted specimens

400 Lantana, 6 to 7 ft.		
200 Lentago, 5 to 6 ft.		
200 Tomentosum, 4 to 5 ft.		
100 Tomentosum Plicatum, 5 to 6 ft.	1.75	1.50
100 Trilobum, 5 to 6 ft.		
200 Setigerum, red, 4 to 5 ft.		
100 Sieboldi, 5 to 6 ft.		

TREES

250 Gleditsia inermis, 10 to 12 ft., heavy, 1½ to 1¾-in. cal.	3.00	2.50
(Thornless Honey Locust)		

TRUCKLOADS ONLY

THE WM. A. NATORP CO.

4400 Reading Rd.

CINCINNATI 29, O.

Visit Our Nurseries When in Cincinnati

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.



EVERGREENS

Growers of Quality Evergreens
Lining-out Stock a Specialty
Write for Trade List

EVERGREEN NURSERY CO.
Established 1864 : STURGEON BAY, WIS.

TAXUS SEEDLINGS

2 to 3-yr. Seedlings—Heavy Stock
Trade list on request.

DENTON NURSERY

Rt. 1 CONNEAUT, O.

Why your dollar buys



LIN

ORDER TODAY FOR IMMEDIATE PRI

Take one from its pot. You'll see a sturdy root system *fully* developed. MN pot grown liners are *rarin'* to grow for you—fast!

Note plant freshness and health when they arrive. Our free safety packing in rugged but light containers keeps roots and original soil

mixtures intact. Costs are lower too. This enables MN to ship millions all over the world.

Finally, consider getting the varieties that sell best, in your area because you're the world's largest seller.

Fine examples of more than 1000 varieties available

★ Minimum 25 per variety ★ Prices per 100 plants ★ by catalog

	2 1/4-in. Pots
Berberis mentorensis	\$20.00
Berberis sargentiana	20.00
Buxus harlandi	15.00
Cedrus deodora	20.00
Cotoneaster zabeli	18.00
Euonymus japonicus	
aureo-variegatus	18.00
Euonymus japonicus	
grandifolia	15.00
Forsythia Lynwood Gold	18.00

	2 1/4-in. Pots
Ilex aquifolium (seedlings)	\$18.00
Ilex cornuta (seedlings)	15.00
Ilex cornuta burfordi	18.00
Ilex glabra	20.00
Ilex opaca East Palatka	20.00
Ilex vomitoria Dwarf	
Yaupon	20.00
Juniperus virginiana burki	25.00
Ligustrum lodense	15.00
Liquidambar styraciflua	18.00
Lonicera japonica	
purpurea	15.00



MONROVIA NURSERY CO.

P.O. BOX Q, AZUSA, CALIFORNIA

Buy more in NRS

ATE SPRING DELIVERY!

contact. Posts are
These enable
millions all over

consider get the
at sell best, in
because you the
best sell

ties available
* ng charges

2 1/4-in. Pots	
18.00 domestica	\$15.00
15.00 plus virginalis	18.00
18.00 ugo mughus	20.00
20.00 vestris	15.00
20.00 tha coccinea	18.00
20.00 tha Government	18.00
25.00	18.00
5.00 reevesiana	15.00
8.00 rientalis bakeri	18.00
rientalis	
5.00 idalis	18.00

2 1/4-in. Pots	
Viburnum burkwoodi	\$20.00
Viburnum mariesi	20.00
Viburnum opulus sterile	18.00
Weigela Bristol Ruby (Pat. No. 492)	35.00
Weigela rosea	15.00
Zelkova serrata	20.00

WORLD'S
LARGEST
SELECTION

FULLY
DEVELOPED
ROOTS

FREE
PACKING
SAFE
SHIPPING



INFORMATION ON SHIPPING COSTS

Compare these low charges for shipping MN pot-grown liners to your nursery. For example, any liner in a 2 1/4-in. pot can be shipped for only 2c in the west and southwest; 2 1/2 to 3c in midwestern, many eastern and southern states; 3 1/2 to 4c in other eastern and southern states.

RY Co.

ORI

MN'S 1956-57
CATALOG... Over 1200
varieties described. Many
photos. Write today on
your letterhead.



PLANT NOTES HERE AND THERE

By C. W. Wood

Wall Plants

A Georgia reader, who will have a large dry wall to plant during the next two years, asks for a few comments on the plants best suited to the work. I am grateful for the request, for it gives me a chance to say a few words in praise of two or three excellent plants that gardeners of the north cannot enjoy because of their tenderness to cold but that should fill many roles in southern gardens.

The first plant that came to mind when I read the letter was the gromwell, which I long knew as *Lithospermum prostratum* but am now told by the authorities to call *lithodora*. If my Georgia friend or anyone else starts to look for it, he will no doubt find it under label of *Lithospermum prostratum* and, if he finds its variety *Heavenly Blue*, he will have one of the loveliest of evergreen, blue-flowered prostrate growers. I do not know just how much cold it can stand; it definitely is not for latitude 45 degrees unless given far more attention than ordinary gardeners (of which I am one) care to give their plants. I have, however, seen the plant doing splendidly in a south wall, in about half-shade, in the vicinity of Cincinnati, O. Controversy still is rampant about its culture, some stoutly maintaining that it is a lime lover, while others are equally vehement in their assertions that it requires a peaty soil. As I recall it now, though I do not locate a corroborating note at the moment, my best success came in a neutral soil. The plant is easily grown from soft cuttings, preferably taken from nonflowering wood during July, I believe, and rooting them in a peaty, shaded frame. Better and quicker results will usually follow use of one's favorite root-promoting substance. Pot up cuttings singly in small rose pots and winter them in a protected frame. Be careful of damage to the fragile, pinkish roots when taking them out of the cutting bed.

If I knew more about the plant known in gardens as *Lithospermum rosmarinifolium*, I might recommend it for our inquirer's attention; not knowing anything about it from personal experience or from observation, I can only quote others.

In the February, 1935, *My Garden*, A. T. Johnson had this to say

about the plant. "I have just come in from admiring the dense rug of brilliant green with which it (*Lithospermum rosmarinifolium*) is draping an ugly, very hot wall; and before these words are in type that beautiful verdure will be blued with big flowers in a blue that even *Gentiana sino-ornata* has never exceeded in brilliance."

After describing the beauty of the plant, Farrer expressed the thought that, "for the English garden, *L. rosmarinifolium*, though in itself quite reasonably hardy, must be pronounced to be valueless except insofar as a stray bloom here and there, managing to slip out into beauty between two snowstorms and two deluges at the New Year . . ." If our correspondent has a climate that will permit winter flowering, the rosemary-leaved gromwell should fit into his schedule. Incidentally, I do not find the plant mentioned at all in "Hortus."

True rosemary, *Rosmarinus offi-*

cinale, an evergreen subshrub of five or six feet, from the Mediterranean regions, would not be suited to the present need, but it has a form, variety *prostratus*, that should make an excellent wall covering in Georgia; in fact, it should answer the purpose much farther north than the Carolinas, because it is almost hardy here in northern Michigan, especially if given a spot where snow stays on it all winter and it receives some protection between the passing of the snow and the coming of settled weather. I can imagine few lovelier wall coverings than rosemary planted at the top of a wall and allowed to drape naturally over the sunny surface. It is also said to be rarely out of at least a few sky-blue, labiate blooms.

Two genera, *aubrieta* and *arabis*, which are much used in the north for wall planting, should be even more useful in the south. *Aubrieta* is not half appreciated in America. That is true, perhaps, because it is

Another COLE Special PYRAMIDAL CHINESE POPLAR

Populus simoni fastigiata

Newer type, hardy and longer-lived. Pyramidal habit. Dark green, glossy, pear-shaped leaves. Now available in quantities for the first time.

	Each	Each
	5 to 24	25 and up
8 to 10 ft.	\$1.75	\$1.50
1 1/4 to 1 1/2-in. cal.	2.15	1.90
1 1/2 to 2-in. cal.	2.75	2.50

NURSEYMEN FOR 75 YEARS

THE **COLE** NURSERY CO.
PAINESVILLE, OHIO

JUNIPER GRAFTS

We specialize in grafting of evergreens, heavy scions on strong Virginiana understock, in 2 1/2-in. rose pots. Large assortment.

\$450.00 per 1000; 300 at 1000 rate.

Order now for spring delivery.

Richard P. Tesche

PINE CREST NURSERY

8100 W. 95th St., LENEXA, KAN.

Located 5 miles southwest of Kansas City, Mo.

TREE SEEDS

Northern Conifers

IRON MOUNTAIN EVERGREEN CO.
IRON MOUNTAIN, MICH.

SELL MORE EVERGREEN AZALEAS BY GIVING OUT FREE COPYRIGHTED PLANTING INSTRUCTIONS WITH EACH SALE. WE WILL SUPPLY THEM TO YOU WHEN YOU PURCHASE YOUR AZALEAS FROM US.

Send for our list.

THE BOSLEY NURSERY
MENTOR, OHIO

HYBRID RHODODENDRONS

ROSEUM ELEGANS AND ROSEUM SUPERBUM ONLY

9 to 12 ins., \$1.75 12 to 15 ins., \$2.75 15 to 18 ins., \$3.75

We have approximately 1500 of these well-grown, bushy, own-root plants at this special price. We need the land and want to move them **this spring**. This price holds for this one group only, subject to prior sale—first come, first served. If you send us your order by pony express you'll be too late.

No Shipping - pick up at Nursery only.

The Bosley Nursery,

Mentor, Ohio

**Phone Painesville
ELmwood 2-3030**

not easy to keep over winter in heavy soil and further because its Mediterranean home makes it a problem in the coldest parts of the country. I had little trouble with it in a south wall, but it always suffered badly on the level during the alternate freezing and thawing of spring after the snow left. The forms used in gardens all seem to be varieties of the widespread, dwarf (two to six inches) *A. deltoidea*, merely varying in flower color from white, through pink to lilac, near-red and purple, and in hairiness of leaf. Propagation of named forms is best from cuttings, preferably of fresh growths rubbed off with a heel soon after flowering; if separate colors are not needed, seedage is to be preferred. The best arabis for the present purpose is the double-flowered form of *A. albidia*, a plant of great value in many garden roles. Handle it like the next preceding item.

I am sure the correspondent will make no mistake in using generous numbers of any aethionema that he can get, especially the ones with blue foliage. Varieties like Warley Rose have more distinctive flower color, but flowering lasts only a month or so, and then the rest of the year one has only their rather dull leafage; on the other hand, there are a number of species, including *A. pulchellum* and *schistosum*, with lovely glaucous leaves, which make excellent, year-around wall ornaments. They are generally little shrubs of less than a foot, never spreading and always presentable. Seeds or cuttings are the means of propagation.

Several alyssums make good wall plants, but I should like to direct the correspondent's attention to my favorite of the lot—*Alyssum spinosum roseum*. Many alyssums are pests and some are merely dowdy, but I never saw anything in our present plant that was not praiseworthy. A bush to a foot in height, it is clothed in long-lanceolate, silvery bluish leaves and covers itself for a month or so in spring with pretty pinkish flowers. The varietal

Another COLE Special SUNBURST LOCUST

(Plant Patent No. 1313)

The spectacular new Honey Locust with the first new tree color in decades. Write us for complete information and catalog listing all items.

	Each	Each
	10 to 29	30 to 299
3 to 4 ft., whips.....	\$1.75	\$1.55
4 to 5 ft., whips.....	2.00	1.75
5 to 6 ft., whips.....	2.30	2.05
6 to 7 ft., whips.....	2.80	2.50
7 to 8 ft., whips.....	3.35	3.00
8 to 10 ft., 1 to 1 1/4-in. cal., well branched.....	7.50	6.75

NURSERYMEN FOR 75 YEARS

THE COLE NURSERY CO.
PAINESVILLE, OHIO

SMALL FRUIT PLANTS and VEGETABLE ROOTS

We grow for the wholesale trade only.

KRIEGER'S WHOLESALE NURSERY
BRIDGMAN, MICH.

RHUBARB

Chipman's Canada Red
\$30.00 per 100; \$250.00 per 1000. Inquire for large quantity prices. These are No. 1 grade, true Chipman and in perfect condition. Can ship immediately.

C. D. WRIGHT

HAMBURG, IA.

Trees, Evergreens, Shrubs Fruit Trees

Write for Our Wholesale Trade List

W. - T. Smith Corporation
Telephone 2689 GENEVA, N. Y.

America's Finest ROSES • BULBS • PLANTS and SHRUBS

WRITE FOR LIST MENTOR, OHIO

Wayside Gardens

HOLLAND BULBS

TUBEROUS BEGONIAS, GLOXINIAS
PERENNIAL SPECIALTIES
VERONA GARDENS

Th. Grevers
Wholesale Grower
Rt. 5, BATTLE CREEK, MICH.

30,000 CUT-LEAVED WEeping BIRCH

(*Betula alba laciniata*)

All sizes up to 10 feet.

Write for Prices

Special quotations for large orders.

BROOKDALE-KINGSWAY, LTD.
BOWMANVILLE, ONT.,
CANADA

RHODODENDRON

Catawbiense, Maximum, Carolinianum

Kalmia, Hemlock, White Pine
Leucothoe, White Dogwood, Balsam
Cutbacks, Seedlings, Finished Stock
Write for price list.

ANTHONY LAKE NURSERY, INC.
PINEOLA, N. C.

Mention The American Nurseryman when you write.

NORTHERN-GROWN FRUIT TREES DWARF and STANDARD

Write for wholesale list.
MALONEY BROS. NURSERY CO.
DANSVILLE, N. Y.

50,000

LONICERA FRAGRANTISSIMA

2 to 3 ft.	\$30.00 per 100
3 to 4 ft.	35.00 per 100

VIBURNUM CARLESI

18 to 24 ins., B&B	\$2.25 each
2 to 3 ft., B&B	2.75 each

WHITE DOGWOOD—Heavy transplants

4 to 5 ft., B&B	2.75 each
5 to 6 ft., B&B	3.75 each

SILVER MAPLE—Transplants

1 1/4-in. cal., B.R.	1.75 each
1 1/2-in. cal., B.R.	2.50 each

Also Taxus, Hemlock, White Pine

Write for list.

HILLENMEYER
Nurseries
LEXINGTON, KY.

COMPLETE WHOLESALE PRICE LIST NOW READY FOR MAILING

LINING-OUT and FINISHED STOCK

TREES — FLOWERING SHRUBS
PRIVET — VINES — EVERGREENS

Write for your copy today if not on our mailing list.

FOREST NURSERY CO., INC.
McMINNVILLE, TENN.

PINK FLOWERING DOGWOOD

CORNUS FLORIDA RUBRA

3 to 4 ft.	2-Yr., Well-Br. \$1.50 each	3 and 4-Yr., Heavy-Br. \$2.00 each
4 to 5 ft.	2.50 each	4.00 each
5 to 6 ft.	3.50 each	5.00 each
6 to 7 ft.	6.00 each	7.50 each

Dogwoods — B&B — 50c extra per tree

Boyd Nursery Co., McMinnville, Tenn.

SEEDS

for the Nurseryman and Forester.
Write for catalog.

F. W. SCHUMACHER, HORTICULTURIST
SANDWICH, MASS.

SHRUBS AND TREES FOR THE SMALL PLACE, by P. J. Van Melle. Hardy deciduous materials for the home grounds. \$3.00. American Nurseryman, Chicago 4, Ill.

name roseum is scarcely justified by the pale pink color, but there is enough color in the flower to cause one to choose it above the white of the type. Coming from southern Europe and northern Africa, it is not always hardy this far north, except in the most protected spots, but should give no trouble south of the Ohio river. Unless my own experience with the plant is unusual, it would not pay to try to grow this alysium from cuttings, because too few strike. If anyone has overcome its eccentricities, will he please share his knowledge with other American Nurseryman readers? Seeds are often unpredictable, though I sometimes had good results by sowing fresh seeds in July.

Several pinks should have the attention of every wall gardener. I hesitate to point out any as being the best, though one would not go far wrong if he selected Dianthus caesius (D. glaucus, I believe, is the name now preferred by botanists) or any of its varieties. This pink is among the best of all wall plants that I know, its lovely blue-gray foliage being a year-around ornament, and its long season of pleasingly fragrant, rose-pink flowers is one of the joys of the year. Add to the foregoing the fact that it is easy to please in any sunny, well-drained spot, as in a south, east or west wall, and one has what I call a first-class wall or crevice plant, especially when it is remembered that it calls for little in the way of upkeep, removal of the dead flowering stems being about all the care needed. Although more space has been used in this enumeration than I had intended, it should be added that any easily grown pink species that is not too stiff in its growth habits could well find a place in the wall. The foregoing do not cover all the material available for the purpose, but will give any wall plant enthusiast a start on a pleasant experience.

Viola Fletti

Those who have grown Viola adunca and given it the generous treatment that the eastern wood violets require have no doubt been disappointed by the ungainly, leggy habit of the former and will therefore be little interested in V. fletti when it is said that it is, speaking from the gardener's viewpoint, little more than a form of adunca. But wait until it is heard that it is a much-abbreviated form, and that may be more interesting. Even the type adunca is one of the better western violets when it is given a starvation diet; then it remains a restrained

All of our cuttings are rooted in soil. As soon as they root, they usually begin to make some new growth—often a great deal—and always begin to develop a hard, secondary root system. After a few months many are about equal to light bed-grown liners, although we continue to call them rooted cuttings.

So that you can judge what we are offering, we give the month in which the cuttings were rooted. That is, "RC June 56" would mean cuttings rooted during June, 1956, which have been growing in the soil in which they were rooted ever since. The amount of growth and the development of the root system will be in proportion to the time that has elapsed since they were rooted.

All plants go through our normally severe winters outside, so you can depend on receiving thoroughly hardened and dormant liners. However, spring does come early here. Some varieties will show activity by March 10 and nearly all begin some growth by the first of April, so please order early.

BG—bed-grown RC—rooted cutting
F—field-grown Mo., Yr.—date rooted
T—transplanted S—seedling

Berberis mentorensis—RC, July 56, Te. 2-yr., F. 12 to 15 ins., 25c; 15 to 18 ins., 35c.

Berberis thunbergii, thornless—RC, April 56, 8c; BG, T. 6 to 9 ins., 15c.

CHAENOMELES (Flowering Quince) All on own root from softwood cuttings. No suckering from these plants:

Nivalis—The best of the white-flowering quinces. Large, pure white flowers borne in profusion. Good clean grower, vigorous and upright with few, if any, thorns and no fruit. RC, June 56, 10c. BG, liners, 6 to 12 ins., 18c; 12 to 18 ins., 24c; 18 to 24 ins., 30c; 2 to 3 ft., 50c.

Early Apple Blossom—C, light, clear, pink.

Juliet—C, light pink flowers.

Lagenaria Alba—AB, large, pure white.

Margaret Adams—BC, the best coral-pink. **Mt. Everest**—ABC, white with just a touch of lavender and rose. Very vigorous and upright.

Pink Lady—BC, deep pink flowers.

Rosa Grandiflora—AB, pink, vigorous.

Rubra Grandiflora—C, red, vigorous, upright.

Ruby Glow—C, very deep and rich red.

Sanguinea—AB, bright red.

Snow—BC, large pure white flowers.

Stanford Red—BC, tomato-red.

Texas Scarlet—AB, compact, low plant, bright red flowers.

Vermilion—BC, vermilion-red.

Letters indicate sizes available. Any of the above—BG, liners, A, 12 to 18 ins., 30c; B, 15 to 24 ins., 45c; C, 2 to 3 ft., 60c.

These are the best, so far, of the more than 55 named varieties we have on test. Should be shipped before March 1. Simply heel in until planting time. Will keep perfectly.

Cherry Laurel—See *Prunus*.

Cydonia—See *Chaenomeles*.

Euonymus alatus compactus—large, heavily rooted cuttings, rooted in soil since June, 1956, 8c.

Euonymus patens (*klauschovicens*)—Large-leaved, T, F. 9 to 12 ins., liners, 15c.

Euonymus patens (*klauschovicens*)—Small-leaved, usually called "carrieri" in the south, "radicans erecta" in the north. RC, Aug. 56, 6c; T, F. 12 to 15 ins., branched, liners, 15c; 12 to 15 ins., bushy, 25c.

LINERS

FROM OPEN BEDS
AND FIELD ROWS



Foremost in intermittent mist propagation.
Originator of the Electronic Leaf Control.

Euonymus fortunei carrieri—This is the true carrieri. An evergreen climber with random variegation and orange fruit. A beautiful plant. BG, T. 8 to 12 ins., 25c.

Euonymus fortunei minimus (*kewensis*)—A dainty evergreen climber with tiny leaves, charming, RC, Aug. 56, 10c.

Hex cornuta burfordi—RC, June 56, heavy, 6 to 12 leaves, 8c.

Hex crenata convexa (*bulata*)—RC, July 56, 7c.

Hex rotundifolia—RC, July 56, extra-large, 7c; 2-yr., BG, sheared twice, branched, 6 to 8 ins., 10c; 2-yr., BG, transplanted, sheared 3 times, well-branched, 6 to 8 ins., 12½c; 8 to 10 ins., 15c.

Hex opaca (American Holly)—Northern types—No southern hybrids. Guaranteed female and guaranteed male from cuttings. BG, liners, mostly single stem, some lightly branched, 4 to 6 ins., 17½c; 6 to 10 ins., 25c; 10 to 15 ins., 35c; for canning in gallon cans, 15 to 30 ins., 50c.

American Holly Hedge—Beautiful and unusual. Shears perfectly to any size. All male plants from cuttings. Male because of uniform better color and bypassers won't break it up for decorations. 2-yr. transplants, BR., branched, 18 to 36 ins., 80c.

Hex vomitoria—Guaranteed female, selected strain. BG, 4 to 6 ins., 15c; 6 to 9 ins., 20c; 9 to 12 ins., 30c.

Jasminum floridum—BG, 8 to 12 ins., 10c; T, F. 12 to 18 ins., 20c.

Jasminum nudiflorum—BG, 8 to 12 ins., 10c.

JUNIPERUS—All rooted cuttings of juniperus are a year old from short greenhouse-type cuttings. Grown in soil in full sun and sheared 3 to 5 times to produce a stubby 6 to 7-in. plant of real character, yet still small enough to be established in a 2½ or 3-in. pot.

Juniperus Andorra—RC, Nov. 55, 9c each, \$85.00 per 1000.

Juniperus hetzi—RC, Nov. 55, 9c each, \$85.00 per 1000.

Juniperus pfitzeriana, green—RC, Nov. 55, 10c each, \$85.00 per 1000.

We also transplant the rooted cuttings to the open field where they are grown another full year and trimmed at least twice to produce a full, shapely plant with no suggestion of legginess. Perfect for quick establishment in containers or wrapping for mail order.

Juniperus hetzi—T, F. 6 to 9 ins., 18c; 9 to 12 ins., 25c; 12 to 15 ins., 35c.

Juniperus hibernica fastigiata—T, F. 9 to 12 ins., 20c; 12 to 15 ins., 30c.

Juniperus pfitzeriana, green—T, F. 12 to 15 ins., 40c.

Juniperus pfitzeriana, blue—T, F. 12 to 15 ins., 45c.

Mahonia Bealei—Strong 1-yr. seedlings, growing in outside beds. Just right for potting, 6c; 2-yr., BG, T. 4 to 6 ins., 12c.

Laurocerasus—See *Prunus*.

Prunus laurocerasus schipkaensis (Laurel Cherry)—RC, July 56, 10c; BG, 6 to 9 ins., 20c; T, F. 8 to 12 ins., 30c.

Prunus laurocerasus zabeliana (Laurel Cherry)—RC, July 56, 10c; BG, 6 to 9 ins., 20c; T, F. 8 to 12 ins., 30c.

VIBURNUMS—All are on their own roots from softwood cuttings. The field transplants are pinched back several times a year to make well-branched plants.

All transplant readily with complete success if dormant. They should be shipped by the first part of March and will keep perfectly if heeled in until planting time (the earlier the better).

Viburnum burkwoodi—RC, June 56, 10c; T, F. 9 to 12 ins., 25c; 12 to 15 ins., 40c.

Viburnum carlesii—RC, June 56, 15c.

Viburnum chenanilli—More shapely and attractive than burkwoodi, nearly evergreen, should soon supplant burkwoodi—RC, June 56, 12c; T, F. branched, 9 to 12 ins., 35c; 12 to 15 ins., 50c; 2-yr., field-grown, twice transplanted, 15 to 24 ins., \$1.35; 2 to 3 ft., \$1.85.

Viburnum Juddi—Better than carlesii.

A more compact plant with more attractive leaves, not subject to leaf spot.—RC, June 56, 15c; T, F. branched, 6 to 9 ins., 35c; 9 to 12 ins., 55c; 12 to 15 ins., 75c.

Viburnum rhytidophyllum—(Leather-leaved Viburnum), RC, June 56, 10c; BG, 6 to 9 ins., 17½c; T, F. not all branched, 9 to 12 ins., 25c; 12 to 18 ins., 35c.

Weigela vanickei—BG, single cane, 18 to 30 ins., 17½c.

FREE PACKING, liners in sphagnum moss and polyethylene plastic. Cash with order or 25% deposit, balance at time of shipment.

HARVEY TEMPLETON, JR.

phytotektor.
U.S. HWYS. 64-61A
WINCHESTER — TENNESSEE

tuft of entire leaves, with deep blue-violet flowers always held well above the foliage. If *V. fletti* receives the same treatment, it becomes a real charmer.

V. adunca continues to be little-known to gardeners, horticultural writers and even collectors. It is also probably scarce in nature, being restricted to parts of the Olympic mountains in Washington. McCully did not mention it at all in her "American Alpines in the Garden,"

and most other writers on western plants have ignored it, too. Nursery catalogs are even more silent on the subject. I had it back in the 1930's from a collector, but as that source is, with the exception of seeds, now closed by a Washington state law, it would seem that the neighborhood nurseryman has an opportunity here which will not be taken away from him by the mass-production people.

So far as I know, the only profitable way to propagate the plant is

by seedage. If seeds are abundantly available, they could be planted in early fall in an outdoor frame, protected from rodents; if seeds are limited, as they probably will be, it would no doubt be best to sow them in flats in late winter, freeze them for a month or so and then bring them into a cool house. After germination, the seedlings should be transferred to a frame and potted up singly when large enough to handle, perhaps in June. The pots should be kept in the

SHRUBS

	Per 10	Per 100
Barberry, thunbergi		
3-yr., 15 to 18 ins., T.	\$ 3.00	\$ 25.00
3-yr., 18 to 24 ins., T.	4.00	35.00
3-yr., 24 to 30 ins., T.	5.00	45.00
BUSH HONEYSUCKLE—		
morrowi, tatarica rubra		
2 to 3 ft.	3.50	30.00
3 to 4 ft.	5.00	45.00
4 to 5 ft.	7.00	65.00
Chinese Beauty-berry		
Callicarpa purpurea		
18 to 24 ins.	4.00	35.00
2 to 3 ft.	5.00	45.00
Coralberry, chenaulti		
2 to 3 ft.	3.50	30.00
3 to 4 ft.	4.50	40.00
Deutzia Pride of Rochester		
3 to 4 ft.	5.00	45.00
4 to 5 ft.	6.50	60.00
Dogwood, red stem		
3 to 4 ft.	5.00	45.00
4 to 5 ft.	6.50	60.00
Euonymus alatus compactus		
18 to 24 ins.	11.00	100.00
Forsythia, dwarf compacta nana		
15 to 18 ins.	4.00	35.00
18 to 24 ins.	5.00	45.00
Forsythia—spectabilis,		
suspensa, viridissima		
2 to 3 ft.	3.50	30.00
3 to 4 ft.	5.00	45.00
4 to 6 ft.	6.50	60.00
Forsythia Lynwood Gold		
18 to 24 ins.	4.50	40.00
2 to 3 ft.	5.50	50.00
Forsythia Spring Glory		
2 to 3 ft.	4.50	40.00
3 to 4 ft.	5.50	50.00
4 to 6 ft.	7.00	65.00
Hydrangea Standard Blue		
2-yr., 3 canes or more.	5.00	45.00
Hydrangea Nikko Blue		
(New Hardy Blue)		
2-yr., 3 canes or more.	6.50	60.00
Hydrangea P. G.		
18 to 24 ins.	4.50	40.00
2 to 3 ft.	5.50	50.00
3 to 4 ft.	7.50	70.00
Lilac, Common Purple		
2 to 3 ft.	5.00	45.00
3 to 4 ft.	6.50	60.00
Lilac, French Hybrids		
18 to 24 ins.	6.50	60.00
2 to 3 ft.	7.50	70.00
(Belle de Nancy, Chas. Joly, Chas. X,		
Doyen Keteleer, Rubra de Marley)		
Lilac, Chinese rothomagensis—		
violet-red		
18 to 24 ins.	4.00	35.00
2 to 3 ft.	5.00	45.00
3 to 4 ft.	6.50	60.00
4 to 5 ft.	7.50	70.00
Mock Orange, coronarius		
2 to 3 ft.	3.50	30.00
3 to 4 ft.	5.00	45.00
4 to 5 ft.	7.50	70.00
Mock Orange, virginialis		
2 to 3 ft.	4.50	40.00
3 to 4 ft.	6.00	55.00
Purple Fringe (Smoke Tree)		
2 to 3 ft.	7.50	70.00
Pussy Willow		
3 to 4 ft.	4.50	40.00
4 to 5 ft.	5.50	50.00
6 to 7 ft.	7.00	65.00
Pussy Willow, French		
2 to 3 ft.	5.50	50.00
3 to 4 ft.	7.00	65.00
Regel Privet		
18 to 24 ins.	4.50	40.00
24 to 30 ins.	5.50	50.00
Rosemary Willow		
3 to 4 ft.	4.50	40.00
4 to 5 ft.	5.50	50.00
Snowball, Common		
18 to 24 ins.	4.50	40.00
2 to 3 ft.	5.50	50.00
Snowball, Japanese		
18 to 24 ins.	6.50	60.00
2 to 3 ft.	8.50	80.00
Snowberry (Symphoricarpos racemosus)		
2 to 3 ft.	3.50	30.00
3 to 4 ft.	4.00	35.00
Spiraea Anthony Waterer		
12 to 15 ins.	3.00	25.00
15 to 18 ins.	4.50	40.00
Spiraea, Reeves		
2 to 3 ft.	4.50	40.00
3 to 4 ft.	6.00	55.00
Tamarix		
2 to 3 ft.	4.50	40.00
3 to 4 ft.	6.50	60.00
Weigela rosea		
18 to 24 ins.	3.50	30.00
3 to 4 ft.	4.50	40.00
Winterberry (Ilex verticillata)		
2 to 3 ft.	7.50	70.00

Write for Complete Wholesale
Price List.

WAYNESBORO NURSERIES, INC.
WAYNESBORO, VIRGINIA

frame until the following spring. Give them a scree mixture at all times. Although I never tried to grow it from cuttings, I believe the plant could be handled from soft growths in midsummer in a shaded outdoor frame. As I remember now, though I do not find corroboration in my notes, the best growing medium I found was pure sand and leaf mold about half and half. Given that soil, moisture when needed and part shade, it should give little trouble in the east.

It should be added that beauty of leaf and flower is worth more than the little extra care needed to make the plant happy. The small leaves are a pretty shade of purple in their youthful stages, becoming green with purple veins with age, or bronzy when exposed to sunlight. They form little tufts, ornamental in themselves from spring until midsummer, or later, depending upon the weather, especially moisture, when they go to rest, as do so many western violets. During the first half of that period, or at least for a long time, these tufts support quantities of large (close to an inch across) flowers, rosy with a touch of blue in their make-up—a peculiar shade that is difficult to describe, but pleasing.

Lythrum Robert

The purple loosestrife, *Lythrum salicaria*, varied not a little in the wild; now that man has taken it in hand, it is really putting on a show, one of the latest that I have seen being variety Robert. Instead of the four feet which Morden Pink will make in rich soil with an abundance of moisture, Robert will rarely exceed 18 inches; yet it has the same long (June-to-September) flowering season of ordinary loosestrifes. And it has a most pleasing shade of pink (fuchsia-pink, according to color authorities). All *salicaria* forms are best in moist soil, of course, but they, including the present plant, do well in rich border soil, with some shade in the absence of constant moisture.

Oxalis Lobata

I doubt much if the western New York reader who asked about *Oxalis lobata* will find it of much value in his climate. Like most Chilean plants, except a few from the extreme southern part or from the high mountains, it is not hardy in northern Michigan. And, although it has a few charming traits, as will be pointed out later, I doubt if it would be worth the care in borderline cases where it would need special attention to bring it through the winter. At least that has been the experience of several

GARDEN SHOP OPERATORS:

If you are looking for sources of green plants and similar merchandise for winter sales, you will find priced offers in the classified advertisements of the

FLORISTS' REVIEW

Subscription price **\$8.00**
per year (52 issues)

343 S. Dearborn St. Chicago 4, Ill.



PACKAGED ROSES WITHOUT WAX

For fast sales—
For more satisfied customers—
For that fresh look—
Try our all new poly-pack.
Write for free sample. Over 100 varieties, patented and nonpatented.

L. C. HOUSE & SONS
NURSERIES
TYLER, TEX.

36 years of
progressive
nursery
service, in
same
location.



ORNAMENTALS

CHASE NURSERY CO.

CHASE, ALA.

Specializing in B&B Evergreens
BROAD-LEAVED and CONIFERS

Catalog on Request.

LINDLEY NURSERIES, Inc.
P. O. Box H GREENSBORO, N. C.

gardeners to whom I have talked in the northern tier of states.

The plant has two periods of activity, one commencing in early spring, when it puts up a little tuft of bright green trefoils, an inch or two tall; then in autumn, it comes to life again with another showing of foliage, and this time it adds its floral display of pretty golden goblets. Between these two periods, there is a time of rest when it completely disappears.

Dianthus Pink Princess

Although I have not seen the new pink dianthus, Pink Princess, it comes with the backing of the United States Department of Agriculture horticultural field station at Cheyenne, Wyo., and flattering words from a couple of friends who have observed it. The latter tell me that it makes a sturdy tuft of typical pink foliage, quite healthy so far as their knowledge of the plant goes, and produces a prodigious number of pretty, fringed, deep pink flowers for a long time in spring, commencing in late April or early May, depending upon latitude and the spring season.

NORTH CAROLINA CONVENTION

[Continued from page 16]

der the trade name of Dow General Weed Killer and is an oil-soluble dinitro formulation. Premerge and Dow General Weed Killer are manufactured by the Dow Chemical Co. Water-soluble and oil-soluble dinitro formulations are also produced by Standard Agricultural Chemicals, Inc., and are sold under the trade names of Sinox PE and Sinox General, respectively. Dalapon is also sold under the trade name of Dowpon. Monuron and diuron are sold under the trade names of Karmex W Herbicide (CMU) and Karmex DW Herbicide, respectively.

The weed control program to date has included only a few species. However, it is the plan of the horticulture department to expand the list this year. It should be emphasized that these are only preliminary results and the treatments should be tried by nurserymen only on a small scale. It is believed that the foregoing treatments have promise on other species. If these materials are tried on other species, it would be best to treat only a few plants, since it is not yet certain whether or not the nursery plants themselves might be injured. Several of the chemicals named may cause injury as long as one year after treatment. Therefore,

SURPLUS LIST

Northern Alabama Liners

Field and Pot-Grown

	Per 100	Per 1000
<i>Juniperus chinensis albo-variegata</i> , 1-yr., field-grown, 6 to 12 ins.	\$12.00	\$100.00
* <i>Juniperus chinensis pfitzeriana</i> , 2-yr., field-grown, 6 to 12 ins.	22.50	200.00
<i>Juniperus communis canadensis</i> , 1-yr., 6 to 8 ins.	10.00	.....
<i>Juniperus communis fastigiata</i> , 1-yr., 6 to 12 ins.	12.00	100.00
<i>Juniperus glauca hetzi</i> , 1-yr., 6 to 12 ins.	12.00	100.00
<i>Juniperus horizontalis plumosa</i> , 1-yr., 6 to 12 ins.	12.00	100.00
<i>Juniperus sabina</i> (Savin Juniper), 1-yr., 6 to 12 ins.	10.00	85.00
<i>Juniperus sabina vonehron</i> , 1-yr., 6 to 12 ins.	10.00	85.00
<i>Juniperus squamata meyeri</i> , 2 1/2-in. pots	25.00	.....
<i>Cotoneaster divaricata</i> , 2-yr., field-grown, 12 to 18 ins.	15.00	120.00
<i>Euonymus patens</i> , 2-yr., field-grown, 8 to 12 ins.	15.00	120.00
<i>Hypericum hidcote</i> , 2 1/4-in. pots	12.00	.....
<i>Ilex cornuta burfordi</i> , 2 1/4-in. pots	17.50	150.00
<i>Ilex crenata convexa</i> , 2 1/4-in. pots	17.50	150.00
<i>Ilex crenata rotundifolia</i> , 2 1/4-in. pots	17.50	150.00
<i>Jasminum floridum</i> , 2-yr., field-grown, 8 to 12 ins.	17.50	.....
<i>Jasminum nudiflorum</i> , 3-yr., field-grown, 12 to 18 ins.	15.00	125.00
<i>Lonicera heckrotti</i> , 3-yr., field-grown, 18 to 24 ins.	25.00	.....
<i>Viburnum burkwoodi</i> , 2 1/4-in. pots	15.00	.....

*Root-pruned and twice sheared.

SPECIAL

CORNUS FLORIDA RUBRA—Grown on transplanted seedlings, well-branched, heavy caliper, plenty of roots.

	Each
18 to 24 ins., B.R.	\$1.00
24 to 30 ins., B.R.	1.25

500 of any variety at 1000 rate.
Free packing with cash with order.

ATHENS NURSERY CO.

ATHENS, ALA.

Evergreen Liners Our Specialty

SPECIAL

SILVER JUNIPER TRANSPLANTS (2-1)

(*Juniperus scopulorum*)

	Per 1000
8 to 12 ins.	\$125.00
12 to 18 ins.	175.00

This is excellent-quality stock.
Order now and specify delivery date.
500 use 1000 rate.

CANON NURSERY

P. O. Box 828

CANON CITY, COLO.

SURPLUS STOCK

Per 100 Per 1000

Abelia grandiflora

(Glossy Abelia), field-grown

12 to 18 ins., C.....	\$ 9.00	\$ 80.00
12 to 18 ins., 2 br.....	11.00	100.00
18 to 24 ins., 3 br.....	16.00	150.00
2 to 3 ft., 4 br.....	25.00	

We have over 50,000 of two and three-year-old Abelias. Let us book your order while they last.

Hydrangea paniculata grandiflora

(Peegee Hydrangea)

6 to 12 ins., C.....	6.00	50.00
12 to 18 ins., 2 br.....	9.00	80.00
18 to 24 ins., 3 br.....	16.00	150.00
2 to 3 ft., 4 br.....	25.00	

Spiraea vanhouttei

(Van Houtte Spiraea)

6 to 12 ins., C.....	3.50	25.00
12 to 18 ins., C.....	4.50	35.00
12 to 18 ins., 2 br.....	6.00	50.00
18 to 24 ins., 3 br.....	8.50	75.00
2 to 3 ft., 4 br.....	20.00	

NATIVE EVERGREENS

Rhododendron maximum, Kalmia latifolia, Ilex opaca, Tsuga canadensis

Per 100 Per 1000

3 to 6 ins., S.....	\$3.00	\$20.00
6 to 9 ins., S.....	4.00	30.00
9 to 12 ins., S.....	6.00	50.00
12 to 18 ins., S.....	8.00	70.00

CUMBERLAND PLATEAU NURSERY

Rt. 1, CROSSVILLE, TENN.

Broad-leaved Coniferous Evergreens

Write for complete price list.

T. G. OWEN & SON, INC.

Columbus Mississippi

WE SPECIALIZE IN FINE Azaleas and Camellias

Write for Catalog

FLOWERWOOD NURSERY

GREGORY L. SMITH, Owner

Rt. 1, Box 130 MOBILE, ALA.



SEMME'S NURSERIES

AZALEAS - CAMELLIAS

and other choice evergreens

Wholesale Catalog SEMMES, ALA.

any program should be confined to a small plot.

Mist Propagation

After lunch, Howard Ellis, extension specialist in agricultural engineering, U. N. C., led a discussion on irrigation equipment, especially for use in mist propagation. Mr. Ellis emphasized that water with questionable residues should be filtered to prevent clogging of nozzles and deterioration of pipes. Dr. J. B. Gartner, U. N. C., reported that many nurserymen have adopted the mist propagation system throughout the state. Results have been excellent. It is not uncommon to find close to 100 per cent rooting, disease-free plants and stronger root systems from mist propagation. The time of rooting has been drastically reduced, and propagation can be made safely throughout the year on many species of plants.

J. S. Howard, of Laurel Lake Nursery, Salemburg, is representative of the many nurserymen who have recently set up their own propagating systems. With mist equipment, he is propagating a large percentage of his stock, especially camellias. Mr. Howard's setup is unusual in that he is making use of a natural shade condition. His propagating beds are laid out under a grove of pines, insuring shade and wind protection. Sharp, clean sand is the propagating medium, and results are better than he ever anticipated. The cost of his operation has been offset by its convenience and success.

Insect Control

A progress report on new chemicals for insect control was given by H. E. Scott, extension specialist in entomology. He recommended a complete year-round spray program, to reduce damage from insects before it spreads beyond control. Sanitation in the nursery was another strong point in Mr. Scott's discussion. By following a regular spray program, he contended, and practicing good sanitation, many nurserymen could make substantial reductions in their insecticide bills. Mr. Scott finished his lecture with a group of slides showing insects as a refresher course in the identification of insects in the nursery.

John H. Harris, extension specialist in horticulture, gave a report on the new zoysia grasses currently being recommended for North Carolina. His discussion was emphasized by the use of slides taken in various sections of the state.

A "horse-trading" session and coffee hour rounded out the day's pro-

SHADE TREES

Per 10 Per 100

Acer rubrum (Red Maple)		
5 to 6 ft., br.....	\$ 5.00	\$ 40.00
6 to 8 ft., br.....	7.50	65.00
8 to 10 ft., br.....	10.00	90.00

Acer dasycarpum

(Silver Maple)

5 to 6 ft., br.....	4.00	35.00
6 to 8 ft., br.....	6.00	50.00
8 to 10 ft., br.....	9.00	75.00
1½ to 2-in. cal.....	20.00	175.00

Liquidambar

(Sweet Gum)

5 to 6 ft., br.....	8.00	65.00
6 to 8 ft., br.....	10.00	90.00
8 to 10 ft., br.....	15.00	125.00

Quercus phellos

(Willow Oak)

5 to 6 ft., br.....	9.00	75.00
6 to 8 ft., br.....	12.00	100.00
8 to 10 ft., br.....	15.00	125.00

Cercis canadensis

(Redbud)

5 to 6 ft., br.....	6.00	50.00
6 to 8 ft., br.....	9.00	75.00

Cornus florida

(White Dogwood)

5 to 6 ft., br.....	10.00	90.00
6 to 8 ft., br.....	15.00	125.00

Ostrya virginiana

(Hop Hornbeam)

5 to 6 ft., br.....	9.00	75.00
6 to 8 ft., br.....	15.00	125.00

Salix babylonica

(Weeping Willow)

3 to 4 ft., 1-yr.....	2.00	15.00
4 to 5 ft., 1-yr.....	2.50	20.00

Fagus americana

(American Beech)

3 to 4 ft., br.....	3.00	25.00
4 to 5 ft., br.....	5.00	40.00

Oxydendrum arboreum

(Sorrell Tree)

3 to 4 ft., br.....	4.00	35.00
4 to 5 ft., br.....	6.00	50.00

Platanus occidentalis

(Sycamore)

5 to 6 ft., br.....	5.00	40.00
6 to 8 ft., br.....	9.00	70.00

O. H. PERRY NURSERY CO.

Box 545

McMINNVILLE, TENN.

Better Liners of the Better Kinds

BERBERIS Crimson Pygmy
CAMELLIA SASANQUA
FORSYTHIA Beatrix Farrand
FORSYTHIA Lynwood Gold
HYPERICUM Hidecote
MAPLE, Crimson King

Write for Complete Price List.
Jacques Legendre, Pres.

GULF STREAM NURSERY

WACHAPREAGUE, VIRGINIA

FINISHED STOCK and LINERS

We solicit your inquiries.

LAIRD'S NURSERIES

Route 2

RICHMOND, VA.

5 miles west of city on Broad St. Road

POTTED LINERS

Taxus Junipers

B&B sizes to trucks only.

HUMPHREYS LANDSCAPE SERVICE
MT. STERLING, KY.

gram. This "horse-trading" session proves more popular each year. It gives the nurserymen a chance to talk to each other, and considerable business is done at this session.

Monday night the annual banquet was held, with 72 nurserymen and friends present. Several items of interest to the association were presented after the banquet. It was decided that the annual nursery tour would be held June 16 to 19, 1957. The tour will be held after a convention and business meeting at the George Vanderbilt hotel at Asheville, June 16 and 17. The tour will leave Asheville June 17 and will return June 18. The program has not been completed, but part of the tour will be made through the picturesque Blue Ridge mountains.

Tuesday, January 8, the nurserymen considered the business of growing canned nursery stock. Dr. W. W. Rennie, product technologist of E. I. du Pont de Nemours & Co., Inc., Wilmington, Del., spoke on "The New Look in Nurseries." As an observer, Dr. Rennie was able to give an up-to-date report on the progress canned stock is making in the east and what the possibilities are for North Carolina nurserymen in this highly specialized nursery operation. Dr. Rennie emphasized the fact present growers of good nursery stock will probably grow good canned stock, but that poor producers will continue to produce poor container stock.

Dr. Rennie went on to note that in areas where container stock is being handled, it has met with excellent consumer demands. California, Florida, Texas and Michigan, to name a few, are doing a good job of producing and marketing container nursery stock. Many species of plants are best grown in containers, while many others can be easily adapted to containers. Container stock must be fertilized more often and have higher nitrogen levels. The soil must have good drainage and good aeration, with little or no compaction. Dr. Rennie advocated the use of mulches in winter and summer to prevent rapid losses of water and damage from cold and sunscald.

Dr. Dale Sweet, of the University of Georgia, concurred with Dr. Rennie in his assertion that growing nursery stock in containers is a science and no longer an experiment. Dr. Rennie finished his talk by showing slides of several large nurseries that have gone into container growing and are producing top-quality nursery stock.

Dr. Sweet concluded the morning

This is the YEAR...

This is the first year of a mass demand for

A RARE OPPORTUNITY FOR DEALERS

- Prices sharply reduced
- Dealer discounts as high as 37½% of retail price
- Newspaper advertising costs split 50-50
- Shipments by air, prepaid, within 3 days
- Our demonstration plot clinches sales
- Our grasses green and ready to ship March 10
- Officially certified planting stock
- Unconditional growth guarantee

MEYER ZOYSIA

and

EMERALD ZOYSIA

"The most beautiful lawn grasses in America"

As nurserymen see it . . .

Our 200 dealers in 29 states expect their sales to triple in 1957. Get in on this profitable item now. For complete details on our dealership arrangements

Write us today!

SURE SPRING MONEY-MAKER

The Turfgrass Farm

4961 E. 22nd ST.

TUCSON, ARIZ.

Members: Tucson Chamber of Commerce,
Tucson Better Business Bureau

GAREEI ARIZONA CYPRESS

Hardy and grafted on Biota understock. Each

2½ to 3 ft., specimens, B&B.....	\$2.50
3 to 4 ft., specimens, B&B.....	3.00
4 to 5 ft., specimens, B&B.....	3.75
5 to 6 ft., specimens, B&B.....	4.50
6 to 7 ft., specimens, B&B.....	5.50

30 or more take this 100 rate.

SNEED NURSERY CO.

P. O. Box 798 OKLAHOMA CITY 1, OKLA.

BIG APPLE AND PEACH!

	Each	Each
	Per 10	Per 100
4 to 5 ft., 9/16-in. cal.	\$0.55	\$0.50
5 to 6 ft., 11/16-in. cal. ....	.65	.60

Write for
complete list

Nursery Co.
ESTABLISHED 1900

COMMERCIAL

Decherd, Tennessee

CERTIFIED BLUEBERRY PLANTS

	Per 100	Per 1000
1-yr., rooted cuttings....	\$ 8.00	\$ 70.00
6 to 12-in. plants.....	15.00	135.00
F.O.B.	20 Varieties	

A. G. AMMON

Box 14 CHATSWORTH, N. J.

Specialists in PERENNIALS

SEEDS—PLANTS—BULBS

Perhaps America's largest list of unusual plant materials.

Wholesale catalog on request.

PEARCE SEED COMPANY

Dept. N, MOORESTOWN, N. J.



PRE-SOLD

PROFIT

in these top
STRAWBERRIES

LIST — SELL:

red rich
EVERBEARING
PLANT PAT. NO. 991

Famous
Everbearer

JUMBO
TRADE MARK

June
Bearing

PAYMASTER
TRADE MARK

June Bearing

Get the facts now on Judson's complete service. Pack-out—Bulk—Over-the-counter packages. Complete list of fine varieties.

WRITE FOR CATALOG

JUDSON

Wholesale Nurseries
BRISTOL, INDIANA

ARP ROSES

AARS winners and 100 other popular varieties. In attractive, colorful packages or bare root.

Beautiful shade, productive too! Prolific varieties. Sizes 1 1/4 to 12 feet. In attractive packages or bare root. Get stock list and prices.

PECAN TREES



ARP Nursery Co.

Box 3338-J, TYLER, TEX.

WE OFFER ...

Our General Line of

SMALL FRUIT PLANTS

Let us quote on your requirements.

L. J. RAMBO'S WHOLESALE NURSERIES

Bridgman, Michigan

program by telling about the research work under way at the university, with emphasis on container nursery stock.

A business meeting and election of officers was held after lunch. Main items of business were the summer nursery tour and convention and suggested changes in the constitution of the association.

LANDSCAPE CONFERENCE

[Continued from page 10]

coming year. There is a strong trend toward higher-priced housing, he reported. About 91 per cent of the slump in home building this past year was in FHA and VHA fields. Builders should do better in 1957, believed Mr. Merriam, with the same or lower volume, for they will not overbuild and homes will be better financed. Home building will get off to a slow start in 1957, but will pick up later in the year, he predicted.

Mr. Merriam expressed the belief that if landscaping was properly priced it could compete with other things which go into a home. He made the suggestion that the N. L. N. A. form a committee to meet with the National Home Builders' Association to promote better relations. Also, articles can be submitted to the trade magazine read by the building trade.

In the early 1960's, he pointed out, a tremendous upsurge in home building is foreseen, due to war babies' becoming of marriageable age. Economists, he said, predict up to 2,000,000 units a year will need to be built to meet the demand.

Florida Report

A highlight of the evening program, after a buffet supper, was a talk by Gervin Pringle, Florida Nursery & Landscape Co., Leesburg, Fla., treasurer of the N. L. N. A. To illustrate how a trade association can grow, he told how the Florida Nurserymen and Growers Association started with 125 members four years ago, when it broke away from the Florida State Florists' Association. Today, he said, the group has 850 members. It includes 10 chapters; any group having 15 or more members can form a chapter and have one representative on the board of directors of the state association until it gains 51 members; then it may have two representatives. The nursery industry in Florida has grown, said Mr. Pringle, from \$4,500,000 to \$55,000,000 in 10 years.

Returning to his subject, "A Landscape Nursery in Florida," he re-

3 specialty items

(Quality Stock)

ALMEY FLOWERING CRABAPPLE

Outstanding new variety. Large crimson blossoms. Holds color well. Blooms at early age.

	Each Per 10	Each Per 100
2 to 3 ft., 1-yr., buds.....	\$0.60	\$0.50
3 to 4 ft., 1-yr., buds.....	.85	.75
4 to 5 ft., 1-yr., buds.....	1.00	.90
5 to 6 ft., 1-yr., buds.....	1.25	1.15

PINK-FLOWERING DOGWOOD

America's favorite flowering tree. Deep pink, single flowers in spring.

6 to 12 ins., bare-root..	.60	.50
12 to 18 ins., bare-root..	1.00	.75
18 to 24 ins., bare-root..	1.25	1.00
24 to 30 ins., bare-root..	1.50	1.25
30 to 36 ins., bare-root..	1.75	1.50

Let us quote you larger sizes B&B with bloom buds.

VIBURNUM JUDDI

Better than carlesi. Not subject to leaf spot. Delicate pink flowers. Very fragrant.

12 to 15 ins., bare-root..	1.00	.75
15 to 18 ins., bare-root..	1.25	1.00
18 to 24 ins., bare-root..	2.00	1.50
24 to 30 ins., bare-root..	2.25	2.00

Write for our latest wholesale list.

Send us your want list for quotations.

Buy with Confidence!

TENNESSEE VALLEY NURSERY

Hoskins Shadow
WINCHESTER, TENN.
Phone: 2652

MORNING STAR NURSERY

Rives, Tennessee
Wholesale Growers
Evergreens, Trees
Deciduous Shrubs, Roses
Send us your want list

PEACH PITTS

Southern-Collected—High Germination
About 4000 per bushel\$2.95
About 6000 per bushel3.85
Quantity prices, sample on request.

RIVERDALE NURSERIES
RIVERDALE, GA.

CANNED PLANTS

Build profits with Wight's container-grown evergreens. Wide assortment, including lilac, Magnolia, Camellias, Pyracantha. Ask for wholesale list.

Wight NURSERIES CAIRO, GA.

CHINESE CHESTNUT TREES

Seedlings only of the Peter Lul strain, 2-yr., br., 18 ins. to 5 ft. Also, a special selection of Nanking seedling progeny in 2-yr. trees. Your inquiries invited.

LEELAND FARMS
LEESBURG, GA.

RARE and UNUSUAL BULBS
FREE list on request
GROWERS EXCHANGE, Inc.
FARMINGTON 8, MICHIGAN

lated that 2,000 families are moving into Florida every week of the year. Currently there are 4,200 registered nurseries of all types, including citrus growers, in Florida. So, he said, there is much competition in the state.

To attract business, his nursery mails out to 31,000 homeowners a 4-page mailing piece in color, containing much helpful planting information. This figure is being reduced to 11,000, he said, and the mailing will be made each month. The mailing pieces cost 10 or 11 cents for composition, printing and postage. More than 7,000 requests for an inexpensive cardboard binder for back issues show the nursery that the circulars are being saved.

Education Program

Mr. Pringle referred to an adult education program planned by the nursery during February, March and April last year. An average of 100 persons attended the 16 weeks' course, full time. The course met on Friday night, for two hours. Requests were received to produce the school in seven other areas. Personnel from the University of Florida and the county agent's staff were used to help provide the course. Mr. Pringle reported that the session taught people that there is a professional atmosphere about the landscape business.

In Florida there is the problem of people's retiring from the north and settling in \$11,000 to \$17,000 homes. They do not have much left for landscaping. There are many good banks in the area which will finance planting, he said. Another headache is the variation of soils in the area. In newer developments, the bulldozer is a problem, for it pushes down trees with no idea of saving them for the landscape.

In response to a question, Mr. Pringle related that the Florida Landscape & Nursery Co. was started in 1928 on a lot 80x125 feet, and all stock was purchased. Today it includes 225 acres of stock and employs 100 to 125 persons.

STARTING in the nursery business, Warren Bush, 164 Country Club drive, La Porte, Ind., will grow evergreens for the retail trade on a 1-acre tract.

APPLICATION for a state inspection license to conduct the Waber Nursery at Route 2, Plainwell, Mich., has been made by Fred Waber, formerly associated with the Huntree Nursery, Saugatuck, Mich. He plans to sell at both wholesale and retail.

PIGGOTT NURSERY CO.

PIGGOTT, ARKANSAS

We have the following one-year peach in storage.

Quote as follows:

	5 to 6 ft. 11/16- in. cal.	4 to 5 ft. 9/16- in. cal.	3 to 4 ft. 7/16- in. cal.	2 to 3 ft.	18 to 24 ins.	12 to 18 ins.
	40c	37 1/2c	30c	25c	20c	15c
Arp Beauty	75	150				20
Blood Cling			35	65	60	20
Belle of Georgia	165	700	600	310	70	
Carman	75	250	300	300	30	
Chinese Cling	50	250	310	140		
Elberta	400	3770	6620	10140	4570	1110
Golden Jubilee			165	260	175	40
Halehaven	250	630	370	180		
J. H. Hale	270	760	840	360	140	
Red Bird	25	290	180	100		



AZALEAS

Broad-leaved Evergreens and a general line of quality ornamentals.

THE TANKARD NURSERIES
EXMORE, VA.

MAHONIA BEALEI, strong, 1-yr. seedlings, growing in outside beds. Just right for potting—6c.

EUONYMUS ALATUS COMPACTUS, large, heavily rooted cuttings, rooted in soil since June, 1956—8c.

PHYTOTECTOR
Hwy. 41A WINCHESTER, TENN.



Azaleas, Camellias
and Magnolias
our
specialties.

Semmes, Ala.



K. J. BRADEN

Tree seed collector and dealer
Since 1926.

P. O. Box 427
Rochester, New Hampshire

SEEDS

Collectors of Tree, Shrub and
Wild Flower Seeds

Crude Drugs and Ornamentals

E. C. MORAN, Stanford, Mont.

Ozark
NURSERY COMPANY

- FRUIT TREES—Standard and Regular
- SMALL FRUITS—Grapes and Berries
- ORNAMENTAL and SHADE TREES
- FLOWERING SHRUBS
- EVERGREENS—Broadleaf and Conifers
- PHYTOTECTOR GROWN LINERS

OZARK IKE Says:

"All fields under irrigation. Delivery service to your door. Mechanical digging assures entire root system. Evergreens individually tagged for size and variety. B and B stock burlap treated to prevent rot. 125' x 160' cold storage for stock. Radio equipped field trucks speed service."

Write for...

Ozark Nursery's NEW
wholesale catalog with
attractive prices.

TAHLEQUAH, OKLAHOMA





CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary
304 MITAU BUILDING SACRAMENTO 14, CALIF.

PENINSULA CHAPTER

Members of the Peninsula chapter, California Association of Nurserymen, heard a panel discussion on roses and fruit trees at their January meeting, held at the Brentwood lodge, in South San Francisco. Clyde Stocking, American Association of Nurserymen president, and George Haight, general manager of Western Roses, Inc., San Jose, took over the rose panel, while Kenneth Hartman, of Leonard Coates Nurseries, Inc., San Jose, and Charles J. Burr, of California Garden Supply Co., Palo Alto, discussed fruit trees.

George Haight opened the discussion with a brief resume of nursery rose culture, telling his audience of some of the modern methods, such as the use of a paper mulch laid down at the time cuttings are planted to prevent weed growth and the use of airplane dusting to control pests and diseases. He pointed out the necessity of ingenuity in cutting production expense to balance rising costs of land and help. Clyde Stocking, president of Western Roses, Inc., San Jose, made many suggestions toward better rose merchandising and urged salesmen to inform themselves of the exact colors of the roses they are selling, the ultimate size of rose varieties and their proper arrangement for the best effect in the garden. Assistance to the customer in selection of varieties best adapted to his climate is exceedingly important. The retail nurseryman need not stock scores of varieties, but only those promising a reasonable degree of success to the customers in his area. All these points are important if the nurseryman expects to obtain repeat business, asserted Mr. Stocking.

Kenneth Hartman told how fruit trees are grown and demonstrated the proper method of pruning for planting as single trees and for multiple planting (three or four varieties of the same kind of fruit in the same hole). The latter system is gaining popularity where back-yard planting space is limited.

Charles Burr then gave members a few pointers on merchandising fruit trees. He noted the several kinds of trees available for any size of garden—the regular home orchard

tree, the dwarf fruit tree and the combination tree. It is important to select the type of tree suitable for the customer's planting situation. In the bay area many gardens are located in lowlands where drainage is imperfect. He recommended apples and pears for these damp soils and suggested that plantings of cherries, almonds and peaches be avoided except where drainage is good. Tie-in sales of peat moss, fertilizer, soil conditioners and spray materials were recommended not only for the nurseryman's benefit, but for the customer's satisfaction as well.

John Coulter, president, displayed some of the novelty citrus varieties harvested from dwarf trees in his garden, including the Robertson navel orange, Owari Satsuma orange, Rangpur lime and Meyer lemon. Secretary Charles Zeek, Ferry-Morse Co., Mountain View, announced the February meeting will be held at

Los Altos at the Old Plantation, the program to be arranged by William Schoenfeld, Germain's, San Jose. Mr. Zeek distributed the association's new 4-color baked-enamel signs previously ordered by most of the members. C. J. B.

KERN COUNTY CHAPTER

The January 8 meeting of the Kern County chapter, California Association of Nurserymen, was held at the Rancho Bakersfield, Bakersfield. President Joseph Ono, Evergreen Nurseries, Bakersfield, called the meeting to order. After the minutes of the previous meeting were read and approved, Treasurer Ruth Hahn, Eley's Gardens, Bakersfield, reported a profit to the chapter of \$25 on its highly successful and enjoyable Christmas party, which was held at her home in December.

A new budget was presented by the financial committee and passed. Additional funds will permit the chapter's participation in group advertising to educate the public to the advantages of higher quality of stock and better service and more courteous attention offered by association members.

Kern County chapter is presenting



Gold Spot Euonymus

(Euonymus japonicus aureo-variegatus)

Compact shrub, bright gold leaves with dark green margin. Hardy to minus 10 degrees.

**Pot-grown, lining-out stock.
2¼-in. pots, \$18.00 per 100.**

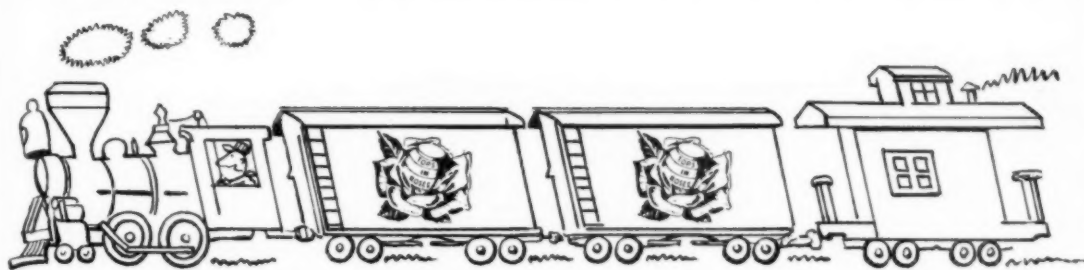
**ORDER NOW for
immediate or spring delivery**

Our monthly catalog lists 750 varieties of lining-out stock available. Gives prices, shipping information. Write for free copy today.



MONROVIA NURSERY CO.

P.O. BOX Q, AZUSA, CALIFORNIA



Eastern Pool Cars Now Moving TOPS IN ROSES To Your Area

You can get your order for bare-root bush and
climbing roses aboard if you act at once.

Phone or Wire Your Needs



WEEKS

O. L. WEEKS

W

926 W. ELY

ROSE GROWER

ONTARIO, CALIF.



a rose garden to the city of Bakersfield as its contribution to the community project of planting Memorial park. The park was recently created in conjunction with a new civic center.

Melva Davis, Sec'y.

SAN JOAQUIN CHAPTER

The December meeting of the San Joaquin chapter, California Association of Nurserymen, was held at the Desert Inn, Fresno.

Business was dispensed with, and the gaiety of the season prevailed. Gifts and prizes were distributed.

It was learned that the chapter's vice-president, Watt Keister, Germain's, Inc., Fresno, had received a promotion and will be transferred to the company's home office at Los Angeles. The chapter's best wishes were extended to him.

M. E. Gardner, Sec'y.

CENTRAL CHAPTER

Presentation of 25 Japanese weeping flowering cherry trees to the city of Oakland, Calif., marked the January meeting of the Central chapter, California Association of Nurserymen.

Accepting the chapter's gift for

PACIFIC COAST NURSERY

Rt. 1, Box 114B, PORTLAND 9, ORE.

**Pioneering Seedling Growers on
the Pacific Coast Since 1914**

**Specializing in Fruit Tree Seedlings
also Shade and Flowering Trees**

French Apple Seedlings,

Str. and Br.

Domestic Apple Seedlings,

Str. and Br.

Bartlett Pear Seedlings,

Str. and Br.

Japanese Serotina Pear Seedlings

Ussuriensis Pear Seedlings

French Pear Seedlings

Mahaleb Cherry Seedlings

Mazzard Cherry Seedlings

Myrobalan Plum Seedlings

American Plum Seedlings

Angers Rooted Quince

Cuttings

English Privet Cuttings

Combination carloads to eastern distributing points.

John Holmason & Sons

Props.

PORTLAND WHOLESALE NURSERY CO.

5050 S. E. STARK ST.

Avery H. Steinmetz
Paul E. Van Allen

PORTLAND 15, OREGON

Look below for finest quality.
Oregon-grown shade and flowering trees.

Combination carloads east in
February and March.

Let us quote on your label
needs.

Quality Stock

CONIFERS AND BROAD-LEAVED
EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
VINES AND BULBS
PORTLAND ROSES
NURSERY SUPPLIES

Write for our Catalog

Ash, Green, 6 to 8 ft., 5 to 6 ft.
Birch, Cut-leaved Weeping, 10 to 12 ft.,
5 to 10 ft., 8 to 9 ft.
Birch, Clump, 7 to 8 ft., 6 to 7 ft.
Birch, European White, all sizes.
Box Elder, Green, all sizes.
Elm, Chinese, 10 to 12 ft., 8 to 10 ft.
Elm, American, 8 to 10 ft., 6 to 8 ft.,
5 to 6 ft., 4 to 5 ft.
Hawthorn, Paul's Scarlet, 6 to 7 ft.,
5 to 6 ft., 4 to 5 ft., 3 to 4 ft.
Hawthorn, Paul's Scarlet, whips, also
available.
Honey Locust, Thornless, 5 to 6 ft., 4 to
5 ft.
Maple, Faassens Black, 6 to 8 ft., br.
Maple, Faassens Black, whips, 6 to 7 ft.,
5 to 6 ft., 4 to 5 ft., 3 to 4 ft., 2 to
3 ft.
Maple, Norway, br., 10 to 12 ft., 8 to
10 ft., 6 to 8 ft.

Maple, Red, 8 to 10 ft., 6 to 8 ft., 5 to
6 ft., 4 to 5 ft., 3 to 4 ft.
Maple, Silver Var., br., 8 to 10 ft., 6 to
8 ft., 5 to 6 ft., 4 to 5 ft.
Maple, Silver Var., whips, 7 to 8 ft., 6
to 7 ft., 5 to 6 ft., 4 to 5 ft.
Maple, Schwedler, br., 10 to 12 ft., 8 to
10 ft., 6 to 8 ft.
Maple, Schwedler, whips, 7 to 8 ft., 6 to
7 ft., 5 to 6 ft.
Maple, Silver, 6 to 8 ft., 5 to 6 ft., 4 to
5 ft.
Oak, Pin, 10 to 12 ft., 9 to 10 ft., 8 to
9 ft.
Oak, Red, 4 to 5 ft., 3 to 4 ft.
Oak, Scarlet, 6 to 8 ft., 5 to 6 ft., 4 to
5 ft., 3 to 4 ft.
Redbud, 4 to 5 ft., 3 to 4 ft.
Poplar, Lombardy, 8 to 10 ft., 6 to 8 ft.
Willow, Babylonica, 8 to 10 ft., 6 to 8 ft.
Willow, Golden Globe, 8 to 10 ft., 6 to
8 ft.

Distributors of

Economy Plastic Labels
Rite-in-the-Rain Waterproof Tagboard Labels
Wood Tree and Pot Labels
Inexpensive Non-Waterproof Tagboard Labels
All labels available printed.

Write our Nursery Supply Department
W. P. "Pete" Nuffer in charge

WOODWARD GLOBE ARBORVITAE

12 to 15 ins., B&B\$1.00
15 to 18 ins., B&B 1.25
18 to 24 ins., B&B 1.50

Less 25c per plant packed bare-root in sphagnum moss.

English Holly, rooted cuttings in plant bands, \$25.00 per 100.

Full line of finished and lining-out stock. Write for special price list.

BENEDICT NURSERY CO.

735 N. E. 87th Ave.
PORTLAND 16, ORE.

DOERFLERS have five solid acres of
True Dwarf Buxus and Buxus Semper-
virens, perfectly sheared to globe, pyra-
mid and column, up to 7 ft.

DOERFLERS specialize in large shade,
flowering and ornamental trees—also
rare and dwarf stock, all completely
root-pruned and moved regularly, there-
fore can be planted the year around.

One of the leaders in canned stock
as well as field-grown.

F. A. DOERFLER & SONS

250 N. Lancaster Dr.
SALEM, ORE.

ROSES — Field Grown

Patented and Nonpatented.

Finest in roses since 1935.

Write for new list and prices. Contracts
and advance orders solicited.

PACIFIC NORTHWEST ROSE NURSERY
P. O. Box 261 GRESHAM, ORE.

DOTY & DOERNER, Inc.

6691 S. W. CAPITOL HIGHWAY
PORTLAND 19, OREGON

WHOLESALE
GENERAL NURSERY STOCK

the city's Bunka Sai festival was Mrs.
J. R. Knowland, wife of the publisher
of the Oakland Tribune and mother
of California's Senator Knowland.

The festival is a project to ring
Lake Merritt with flowering trees.
Also taking part in the presentation
were Oakland's Mayor Rishell; J.
Vendes Mann, chairman of the
board of park commissioners, and
William Penn Mott, superintendent
of parks for the city.

Larry C. Basker, Sec'y.

SARATOGA DIRECTOR

Maunsell Van Rensselaer and his
work as director of the Saratoga
Horticultural Foundation, Saratoga,
Calif., were the subjects of a recent
feature article in a local newspaper.

The foundation was created in
1951 by Ray D. Hartman, president
and manager of the Leonard Coates
Nurseries, Inc., San Jose, Calif., and
Mr. Van Rensselaer, director for 16
years of the Santa Barbara Botanic
Garden. Established on eight acres
of land donated by Mr. and Mrs.
Hartman, the foundation is a non-
profit horticultural research center
supported by private grants and by
the sale of plant stock to nurseries. Its
purpose is the improvement of shade
trees and native California shrubs
for ornamental use in the west coast
area.

Mr. Van Rensselaer's special inter-
ests at the foundation are the ginkgo
and other highly colored trees. Noted
for its introduction of the autumn
gold ginkgo, the foundation is cur-
rently conducting experiments on the
liquidambar tree.

TIMES TO REMEMBER

Elmer Merz, executive secretary
of the California Association of Nurs-
erymen, in the January issue of the
association's bulletin calls to the at-
tention of members the fact that the
period February 12 to 22 has been
declared an annual tree-planting
week in the state. March 7 is the
regular date of Arbor day in Califor-
nia. C. A. N. members are reminded
by the secretary to make plans for
the observance of both the planting
times. March 7 marks the anniver-
sary of the birth of Luther Burbank.

PINTO TAGS AWARDED

Three nurseries in Mendocino
county, California, qualified during
1956 for use of the pinto tag, a state
certificate which permits the ship-
ment of nursery stock to most other
counties in California without desti-
nation inspection.

The establishments have been



GET-ACQUAINTED OFFER

Clarke's Early-Blooming Hardy FLOWERING QUINCES

We want you (and your customers) to get acquainted with these novel flowering quinces already acclaimed superior in flowering and growth habit in California gardens. Many kinds have two or more blooming periods.

OFFER NO. 1: Choose one recent introduction and five varieties from our selected list. Get five plants of each kind, 30 total for **\$30.00** (a \$34.50 value).

OFFER NO. 2: Choose two recent introductions and 10 varieties from our selected list. Get five plants of each, 60 total, for **\$55.00** (a \$69.00 value).

Bare-Root, Bushy 2 to 3 ft. All Plants Have Flower Buds.

Recent Introductions

CLARKE'S GIANT RED—very large, deep bright red, P.A.F.
CAMEO—Double, soft apricot-pink.
RED CHIEF—Large, ruffled double, deep red.
RED RUFFLES—Dazzling red, overlapping petals. (Pat. No. 941)

Selected List

APPLE BLOSSOM—light pink.
AURORA—pink and carmine.

CANDIDA—white.
CARDINAL—deep red.
CORAL BEAUTY—rosy-coral.
CRIMSON BEAUTY—rose-red.
CRIMSON AND GOLD—crimson with showy stamens.
CYNTHIA—peach pink.
EARLY APPLE BLOSSOM—pink blend.
ENCHANTRESS—shell-pink.
FIRE—deep rosy-red.

FLAMINGO—coral-pink.
MARGARET ADAMS—shell-pink.
MT. SHASTA—light pink to white.
PINK BEAUTY—rose-pink.
PINK LADY—clear pink.
ROSY MORN—carmine.
ROXANA FOSTER—shell-pink.
SNOW—large, pure white.
STANFORD RED—dark red.
TEXAS SCARLET—watermelon-red.

AIR MAIL, WIRE OR PHONE YOUR ORDER TODAY!

W. B. CLARKE & CO.

Box 343, SAN JOSE 3, CALIF.

NURSERYMEN AND BREEDERS OF WOODY FLOWERING PLANTS

CY 3-8171

Illustrated Catalogs Available on Request—Ornamentals, Bush and Climbing Roses.

found free from certain insect pests and plant diseases and must maintain specified standards of sanitation subject to periodic state and county inspection.

The qualifying nurseries are Pine-wood Nursery, Fort Bragg; Williams Nursery, Fort Bragg, and Forestry Nursery, Parlin Fork.

GERMAIN'S EXECUTIVES

The new president of Germain's, Inc., Los Angeles, Calif., is Walter R. Schoenfeld, a former vice-president of the firm, who fills the post left vacant by the death of Manfred Meyberg.

H. A. Marks; W. R. Schoenfeld, Jr., and Justin Scharf are vice-presidents of the seed and garden supply company, and Jeanne Court is secretary-treasurer.

OREGON GROUP ELECTS

Newly elected officers of the Rogue Valley (Ore.) Nurserymen and Growers Association are Kenneth Meadows, Crater Greenhouse, president; Pauly Bright, Rogue Valley Greenhouse & Florist, vice-president; J. Vernon Marshall, Marshall Nursery, secretary-treasurer and business agent, and Ruth Walden, Walden



ROSES



**Grown in the Puente
Valley are finest, bare-root,
two-year-old plants available.**

Wholesale only, but featuring a complete list of Hybrid Teas, Climbers and Floribundas, including all the A.A.R.S. Award Winners.

**Send for our new
1956-57 catalog**

**MONTEBELLO
ROSE CO.**

**401 N. Sixth St.
MONTEBELLO, CALIF.**

Phone: PArkview 1-1721

Rose hanger in color, available on request.

ORDER FROM RICH!

Flowering Crab Apples, many varieties

Flowering Cherries

Flowering Plums

Norway Maples, branched, all grades

Red Maples, branched

Silver Maples, branched

Pin Oaks

Dogwoods

Fruit Trees

And Many Other Items

Write for our wholesale list.

**RICH & SONS NURSERY
HILLSBORO, ORE.**

Jan de Graaff's

OREGON BULB FARMS

**P. O. Box 512
GRESHAM, OREGON**

Lilies

Daffodils

TREE PEONIES

We are distributors for Yamato Noen's choice tree peonies.

No nursery complete without them. Send for list of names and prices.

**LAKE SAMMAMISH
EVERGREEN NURSERY**

**Rt. 1, Box 79
EAST STANWOOD, WASH.**

A. MCGILL & SON

FAIRVIEW, ORE.

*Wholesale only*FRUIT TREE SEEDLINGS
FLOWERING ORNAMENTAL TREES
SHADE TREESConstant Vigilance Results
in Quality StockCombination carloads to eastern
distributing points.

Write for our List.

Eastern Representative:

Frank C. Donovan
130 E. 233rd St.
Euclid 23, O.**ROSES
OLD and NEW**Fine-quality, two-year plants,
budded on Multiflora, in over
250 varieties. Shipping early fall
and on.Also offering 150,000 extra-
heavy, uniform, 3-year roses, in
both patented and nonpatented
varieties (at slightly higher prices).Send for
1956-57 wholesale list.**MT. HOOD NURSERY**Rt. 2, Box 96
GRESHAM, ORE.**ROSES**Top-quality, northern California, field-
grown, patented and standard bush and
tree roses. Write for list and prices.**ELMER ROSES**6708 N. San Gabriel Blvd.
SAN GABRIEL, CALIF.

Write for List Today

H & S Personality Roses
Bred for American GardensHOWARD & SMITH, INC.
Montebello, Calif.

Finest Quality

**CAMELLIAS—ROSES
RETICULATAS—HOLLY**
(Northern California Grown Roses)

DESCANCO DISTRIBUTORS, INC.

Wholesale Growers
Pipeline & Walnut Sts., CHINO, CALIF.**RHODODENDRON AND EVERGREEN LINERS***In Season***J. B. WHALLEY**

Rt. 2, Box 683 TROUTDALE, ORE.

Floral, sergeant at arms. All the offi-
cers are from Medford, Ore.Board of directors for the associa-
tion, which was formed six years ago
to establish and maintain uniform
trade practices, is composed of Jack
Williams, Ashland Flower Shop &
Greenhouse, Ashland, chairman;
board members Elwood Kendall,
Valley Florist & Greenhouse, Grant's
Pass, and Elwood Stansfield, S&H
Landscape Nursery, Medford.**OREGON NOTES**The Oregon Farm and Market
Outlook, December issue, summarized
the holly outlook for the 1956 Christ-
mas season and then forecast things
to come for that industry. The ar-
ticle stated that there appeared to
be considerable room for expansion
for both holly markets and holly pro-
duction. One factor leading to this
optimistic viewpoint, according to
the article, was the fact that a new
firm has entered the holly-marketing
picture on a national scale. The ar-
ticle went on to say that growers
and others should not expect any
revolutionary change in marketing
or prices.Allen Davis, manager of the re-
tail store of the Portland Seed Co.
and well known in nurserymen's
circles, retired, January 1, and will
now devote his entire time to his
hobby of growing bulbs.John G. Bacher, an honorary
member of the Oregon Association
of Nurserymen, was given another
in the long list of honors he has
received at the last meeting of the
Oregon Orchid Society when he was
presented with a lifetime member-
ship in that organization and a com-
memorative plaque. Mr. Bacher,
father of Mrs. Martha Walker, Hol-
gate Nursery, was also the recipient
a few years ago of the Johnny Apple-
seed award.W. P. Nuffer, Portland Wholesale
Nursery Co., and chairman of the
bylaws committee for the Oregon
Association of Nurserymen, placed
in the mails recently the proposed
changes which must be adopted at
the O. A. N. convention to make
it possible for the association to
organize chapters throughout the
state. C. H. P.JOSEPH GRIMSHAW has filed
an application to expand his nursery
at Niles, Calif.MARKING their 40th anniver-
sary, the L. E. Ingoldsby Nurseries,
Lindsay, Calif., held open house in
December to exhibit their recently
remodeled establishment.**MILTON NURSERY CO.****79th Year**

MILTON-FREEWATER, ORE.

Flowering, Ornamental Shade
Trees, Evergreens and Shrubs

Fruit Tree Seedlings

Apple, Pear, Mahaleb, Mazzard
and Myrobalan.**Specialties**

Moraine Locust (Pat. No. 836)

Crimson Beauty Flowering Quince
(Our own introduction)Combination carlots for eastern distrib-
uting points during shipping season.**FOR THE BEST IN
CACTUS AND SUCCULENTS**WONDER COLLECTION: One
hundred, all different.

\$5.00 per 100, \$45.00 per 1000.

CANADIAN SPECIAL: More
durable kinds, 20 varieties.

\$5.00 per 100, \$45.00 per 1000.

SUPER SELECTION: Largest
from the shipping flats.

\$10.00 per 100, \$90.00 per 1000.

HUMMEL'S EXOTIC GARDENS

Rt. 1, Box 900 CARLSBAD, CALIF.

**STEELE'S®
FOR 63 YEARS****THE MOST FAMOUS NAME
FOR PANSY SEED**

ORIGINATORS OF THE MASTODON® PANSY

STEELE'S PANSY GARDENS

P. O. Box 4555

2715 S. E. 39th Ave., Portland 2, Oregon

MITSCH NURSERYWholesale Propagators of
Evergreen Liners

Write for latest price list.

AURORA, ORE.

ROSESTop-quality, field-grown patented and
standard roses.

Write for list and prices.

MAYWOOD ROSE NURSERY

Rt. 2, Box 880 ROSEBURG, ORE.

Modern Nursery Design

By Bert A. Bertolero

With the great trend toward suburban living, gardening must also go suburban. If the new nursery is to be located in any suburb, there are several important factors that should be given consideration as you plot your blueprints. The buildings should conform to the architectural design of the area, have plenty of eye appeal from the road, informal atmosphere, supermart display for self-service and ample parking area.

The buildings should be of ranch-style design, low rambling structures with large shake-covered porches and large doors. They should be landscaped with plenty of color. The interiors should have a cool look. They may be finished in wood paneling with a white glaze and lacquer that will not turn yellow; American cedar is good and is not so expensive as knotty pine. The shelving should be graduated 22 inches at the floor level to 14 inches at the top level and should be well lighted. Price stripings of aluminum with large numbers are important, as well as having each item on the shelf priced. Counters should be planned so they serve as salesmen, placed strategically and displaying the merchandise so that it makes that extra tie-in sale that means more profit.

The doors leading from the store into the nursery area should be large and plentiful. Sliding doors have many advantages. They slide out of sight, and children do not play with them; and in the suburban areas there are many children. Sliding doors do not absorb valuable space that could be used for display and in the wintertime can be left slightly open without loss of heat from the store. Radiant heating has proved quite successful.

The lath house should be open and visible. It should not be all closed up,

Talk given by Bert A. Bertolero, manager, Navlet's, Oakland and Concord, Calif., on the subject "Design of a Modern Nursery," at the recent California nurserymen's refresher course held at California State Polytechnic College, San Luis Obispo.

Cash In on *Stribling's* 3-in-1 **TREE-O FRUIT TREES**

More and more home-owners are learning about TREE-O's space-saving magic. They want TREE-O's of their own this year.

Easy to sell, because TREE-O is a family orchard all in itself—ideal for backyard planting. Give your customers the thrill of picking Gold Dust* Peaches in June . . . Early Elbertas in July . . . delicious Freedom Nectarines in August—from 3 trees that mature like one!

Order now and be stocked for the planting season.
Write or phone for details today.

Advertised in
SUNSET Magazine!



*T.M. Reg.

Stribling's P.O. Box 793 RAndolph 2-4106
NURSERIES --- Merced, California
--- One of California's Leading Nurseries

The Homestead Nurseries H.G. Benckhuysen, Boskoop, Holland

Azaleas, Rhododendrons, Magnolias, Peonies, Ornamental Trees and Shrubs, Perennials — Quality Stock in All Leading Varieties. Trade catalog on request.

Maurice C. Ravensberg Boskoop, Holland

Reliable exporters for general nursery stock since 1922.

Catalog on application

CUTTING-GROWN RHODODENDRON LINERS

Hardy and semihardy varieties.
Quality only

VAN VEEN NURSERY

3127 S. E. 43rd Ave.
PORTLAND 6, ORE.

since it is a showroom. It should come up and meet the store building. Paths should be 6 feet wide and paved; the beds should be flush to the paths. The plant material should be organized into groups, and there should be plenty of good readable signs so that the customer can shop intelligently. It is a good idea to invest in a few pushcarts, and supply paper towels and install a sink, with a timer on the faucet, close to the bedding plant tables, for those who wish to help themselves.

The work shed should be situated close to the service driveway, and

the justification for its location will depend upon the parking area and driveway facilities. The shed should not be large, as it is not intended to be used as a warehouse. With the modern nursery, warehouse facilities are not necessary, since all merchandise that is delivered is immediately placed upon the shelves, and when the item is down to six in number then it is time to reorder. For sacked merchandise such as peat moss, steer manure, commercial fertilizers, etc., stockpiles should be close to where the delivery trucks can unload and

[Concluded on page 120]

CLASSIFIED ADS

Rate: 40 cents per line, each insertion.

Minimum order, \$4.00.

Instructions for the February 15 issue must be received by Friday, January 25.

Forms for March 1 issue will close Friday, February 8.

AZALEAS

AZALEAS
CASH AND CARRY ONLY, NO DELIVERY.
OVER 80,000
SIZES RANGING FROM 4 ins. to 8 ft.
(Not all sizes in all varieties.)
Lath house and field-grown.
Quality, priced right.
(Prices available on request.)

INDICA
ELEGANS PRIDE OF MOBILE
FORMOSA SOUTHERN CHARM
OMURASAKI LAWSAL
GEO. L. TABER FITTATA FORTUNEI
DUC DE ROHAN JUDGE SOLOMON

KURUME
SNOW PINK PEARL
HINODEGIRI SALMON BEAUTY
CHRISTMAS CHEER HINO-CRIMSON
ORANGE CORAL DELAWARE VALLEY BELLS
PERICAT FORTUNE
SWEETHEART GARDENIA
MME. PERICAT SUPREME
TWENTY GRAND
DELHAVEN GARDENS AND NURSERY
Route 1 Bayside, Va.
5 miles east of Norfolk, Va.
Phone Lowell 5-7231, Nights Madison 5-8180

AZALEA SHERWOOD RED
This hardy Kurume type is growing in popularity; has all the good characteristics of hinodegiri and a welcome change of color. Bright Spanish red; cheerful outdoors and under artificial light in the shop. Also, its companion Azalea, SHERWOOD CHERISE, with bright pink flowers.
6x6-in., \$1.10; 8x8-in., \$1.35.
F.O.R. San Marcos
SARVER NURSERY CO.
San Marcos, Calif.

AZALEAS, ROOTED CUTTINGS
\$5.00 per 100, \$50.00 per 1000.
Hinodgiri, Hino-Crimson, Coral Bells, Cottage, Fedora, Christmas Cheer, Montrose, Flame, Addy Wery, Mayfair, Sherwood Orchid, Sherwood Red, Rosebud, ledifolia alba, Salmon Beauty, Royalty, Boudoir, Pink Pearl, amoen, Red Progress, Snow.
WIGMORE'S NURSERIES
Norman Ave., Riverside Park, Riverside, N. J.
Phone Belmont 5-2210

AZALEAS, LINERS AND SPECIMENS
Large assortment of Kurume, Glenn Dale and other evergreen Azalea and Broadleaf Evergreen liners for spring.
Also some specimen stock left unsold in Hinodgiri, Snow, etc. Send for new spring list.

THE TANKARD NURSERIES, Exmore, Va.

AZALEAS
Choice plants, bed-grown, irrigated, compact and well shaped. The growing of fine Azaleas is our business, not a sideline. Send for our list today.

BROADLEAF GARDENS
Route 13 Onley, Va.
Phone Onancock 528

AZALEA LINERS
DELIVERY SPRING, 1967.
Hinodgiri, in flats,
60 plants to the flat,
\$14.00 per 100, \$125.00 per 1000.
DELAWARE VALLEY NURSERY
948 N. Broad St. Elizabeth 3, N. J.

FOR NOW AND SPRING DELIVERY
Field-grown hinodegiri, Hino-Crimson, Hexe, Coral Bells. Thousands of all sizes.
DAVIS PINE POINT NURSERY
Wachapreague, Va.

AZALEAS FOR FORCING
AND LANDSCAPE PLANTING
Write for list of varieties, sizes and prices.
LEVICK NURSERY CO.
R. D. 3 Bridgeton, N. J.

BERRY PLANTS

ROYAL SEEDLESS GRAPE
(Former new Great Northern seedless blue Grape.) Nearly as large as Concord, but much sweeter, harder and heavier bearing. Just as vigorous and healthy. Ripens with Moore's Early, 15 years under test. As hardy as Beta, 2-yr. No. 1, 3 for \$6.00 cash. Plants that die replaced free if reported by August 1.
SCHWAB FRUIT FARM & NURSERY
220 N. 5th St. Mankato, Minn.

ORDER NOW
NEW BURGUNDY RASPBERRY, transplants and 1-yr. tips.
Black Raspberry, transplants and 1-yr. tips; Dundee, Logan, Cumberland, Bristol and Shuttlesworth.
Red Raspberry, transplants and 3/16-in. and up; Chief, Newburgh, Sunrise and Taylor.
Purple Raspberry, transplants and 1-yr. tips; Sodus and Webster.

GRAPE VINES
Concord, Caco, Catawba, Niagara, Fredonia, 2-yr. No. 1.
Concord, Caco, Catawba, Niagara, Portland, Sheridan, Fredonia, Delaware, 1-yr. No. 1.
Write for price list.
LORETTO BROS. FRUIT & NURSERY FARM
Box 57 North Collins, N. Y.

STRAWBERRY PLANTS
SUPPLY LIMITED, ORDER NOW
Gem, Superfection, Brilliant \$13.00 per 1000
20th Century 18.00 per 1000
Streamliner and Mastadon 15.00 per 1000
Progressive 10.00 per 1000
Missionary, Klondike, Aroma, Blakemore, Dunlap 7.00 per 1000
Robinson, Dixieland, Florida 90 8.00 per 1000
Tenn. Beauty, Premier, Armore, Massey 10.00 per 1000
Pocahontas, Big Joe, Tennessee Shipper and Supreme 12.00 per 1000
SNOWHILL STRAWBERRY NURSERY
Fred Leamon, Prop.
Phone Fillmore 4-6732, Chattanooga

SCHWAB GOOSEBERRIES, large as Plums.
New seedling (world's largest Gooseberry). Berries often 1 1/4-in. in dia.; highest quality, hardy, very productive, very sweet. Wholesale, 1-yr., heavy, \$4.50 per 10; 2-yr., light, \$6.00 per 10; bearing size, \$7.50 per 10. 5 per cent discount for cash or free baling. Plants that die replaced at half price.
SCHWAB FRUIT FARM & NURSERY
220 N. 5th St. Mankato, Minn.

STRAWBERRY PLANTS
Blakemore, Missionary, Florida 90, Klondike and Robinson, \$8.00 per 1000. Tennessee Beauty, Tennessee Shipper, Dixieland and Premier, \$10.00 per 1000. Pocahontas, \$12.50 per 1000. Virus-free foundation stock.
MULLINS PLANT FARMS
410 Brookfield Ave. Chattanooga, Tenn.

EVERBEARING STRAWBERRY PLANTS
Streamliner and Superfection, \$15.00 per 1000; Gem, \$14.00; 20th Century, \$20.00.
Latham Raspberry plants, \$45.00. Send for prices in large amounts.
Plants guaranteed true to name, all large, healthy, first-year plants.
DAVIS PLANT FARM, HAMILTON, MONT.

CERTIFIED STRAWBERRY PLANTS
Blakemore \$6.00 per 1000
Gem Everbearing 8.00 per 1000
Tennessee Supreme 6.00 per 1000
Premier 6.00 per 1000
SAM PACK NURSERIES
Route 5 Smithville, Tenn.

Sell Stock Quickly and Easily with American Nurseryman Classified Ads.

BARBERRIES

RED-LEAVED BARBERRY
(Atropurpurea) 2-yr. seedlings.
Per 100 Per 1000
Lining-out \$ 4.50 \$ 40.00
6 to 9 ins., branched 6.00 50.00
9 to 12 ins., branched 9.00 80.00
12 to 18 ins., branched 12.00 110.00
18 to 24 ins., branched 16.00 140.00
RED-LEAVED BARBERRY
(Atropurpurea) 4-yr. transplants
Heavy stock, Per 100 Per 1000
9 to 12 ins. \$24.00 \$200.00
12 to 18 ins. 28.00 240.00
18 to 24 ins. 32.00 280.00
GREEN BARBERRY
(Thunbergi) 4-yr. transplants.
Per 100 Per 1000
9 to 12 ins. \$20.00 \$160.00
DANEGGER'S HI-WAY NURSERY
Box 334 Milford, Del.

Surplus Stock
can be easily and quickly turned into Cash
by listing it in the
American Nurseryman Classified Ads

BULBS AND TUBERS

GROWING INSTRUCTIONS FREE
Selected Belgian-grown bulbs.
DOUBLE CAMELLIA-FLOWERING.
Red, orange, salmon, yellow, scarlet, pink, copper, white, mixed.

EXHIBITION SIZE Per 100 Per 1000
2-in. \$14.00 \$120.00
1 1/2 to 2-in. 13.00 120.00
1 1/4 to 1 1/2-in. 9.00 75.00
1 1/2 to 1 1/4-in. 6.00 45.00
DOUBLE FIMBRIATA (Carnation-type).
8 separate colors or mixed.
DOUBLE PENDULA, in 6 colors.
DOUBLE CAMELLIA, MARMORATA, ROSEBUD
TOP SIZE \$15.00 \$140.00
FIRST SIZE 12.00 110.00

Minimum order \$10.00.
Cash with order. F.O.B. Battle Creek, Mich.

VERONA GARDENS, TED GREVERS
Route 5 Battle Creek, Mich.

DAHLIAS
75,000 tubers. Each
A. D. Livoni, pink Ball 7c
Honnie Blue, Ball 7c
Commando, lavender Dec. 10c
Red Chief, bright red Ball 7c
Gallant Fox, red Dec. 7c
McCullough, 2-toned Ball 7c
Mrs. Geo. Le Boutillier, red Dec. 10c
Prince Alba, white Ball 7c
Sankhian's Monarch, rose-red Dec. 7c
Storm King, white Ball 7c
1000 lots, 1c less per tuber.
\$2.00 minimum order.

NAGLE'S NURSERY
R. 2, Box 267 Decatur, Mich.

FANCY-LEAVED CALADIUMS
The finest of commercial named varieties.
Over 50 varieties. Fully upgraded.
Per 100 Per 1000
No. 3, 3/4 to 1 1/4-in. \$ 7.00 \$ 60.00
No. 2, 1 to 1 1/2-in. 12.00 110.00
No. 1, 1 1/2 to 2 1/2-in. 18.00 160.00
Jumbo, 2 1/2 to 3 1/2-in. 25.00 230.00
Mammoth, 3 1/2-in. up 37.00 350.00
Minimum order \$5.00.
Send for our color chart.

LOUIS DANK
1170 Broadway New York 1, N. Y.

TUBEROUS BEGONIAS
Giant double-flowering Camellia type, 8 colors.
1 1/4 to 1 1/2-in. \$ 5.50 per 100, \$45.00 per 1000
1 1/2 to 2-in. 8.50 per 100, 75.00 per 1000
2-in. up 12.50 per 100, 115.00 per 1000
Double-flowering Carnation-type, 4 colors.
1 1/4 to 1 1/2-in. \$ 7.50 per 100, \$60.00 per 1000
1 1/2 to 2-in. 11.50 per 100, 100.00 per 1000
2-in. up 15.00 per 100, 140.00 per 1000
Minimum order \$5.00.
LOUIS DANK
1170 Broadway New York 1, N. Y.

GLOXINIAS
The best commercial varieties.
1 1/4 to 1 1/2-in. \$ 7.50 per 100, \$65.00 per 1000
1 1/2 to 2-in. 14.00 per 100, 130.00 per 1000
2 to 2 1/2-in. 22.00 per 100, 195.00 per 1000
Mammoth.
2 1/2-in. up 35.00 per 100, 300.00 per 1000
Minimum order \$5.00.
LOUIS DANK
1170 Broadway New York 1, N. Y.

GLAD BRTS. CLEAN, TRUE TO NAME
Per bu.; 2 bu. Sans Souci, \$30.00, 6 bu. Spic and Span, 3 bu. Valeria, 3 bu. Morning Kiss, \$20.00, 1 bu. Benj. Britten, 12 bu. Lady Jane, 8 bu. F. Nightingale, 1 bu. June Bells, 1 bu. Picardy, \$15.00, 6 bu. M. Fulton, 2 bu. Token, 2 bu. H. Van Meegeren, 2 bu. E. C. Cole, \$10.00.
MAGNOLIA STATE FLOWER GROWERS
R. 3, Box 257 McComb, Miss.

9,500 Active Nurserymen
are in need of stock.
List your offerings in the
American Nurseryman Classified Section.

CAMELLIAS

CAMELLIA SASANQUA
IN GALLON CONTAINERS
Excellent for retail sales.
BROADLEAF GARDENS
Route 13 Onley, Va.

CAMELLIAS

Growers of exceedingly new and outstanding Camellia japonica and Camellia sasanqua only. 5000 grafts, 1, 2, 3, 4 and 5-year. Attractively priced at nursery, for cash. 65.00 sasanqua liners, 1 and 2-yr., field-grown sasanqua for understock, $\frac{1}{2}$ to $\frac{3}{4}$ -in. caliper. Day Dream and Cleopatra, br., excellent for canning. Investigate this money-making offer before buying.

WOODLAND NURSERY
R. 2, Box 15 Pascagoula, Miss.

CHRYSANTHEMUMS

FLORETUM COLORFUL GARDEN MUMS
Bred for early blooming, frost tolerance and winter hardiness. Ask for trade list.
PRAIRIE SOUTHWEST FLORETUM
Fall River, Kan.

COTONEASTERS

COTONEASTER PRAECOX

This is one of the hardest Cotoneasters which went through 20 degrees below zero without any harm. It has large berries like Cranberries which color up in the middle of August and remain on until very late fall. It grows rather flat and makes an ideal plant to combine with foundation plantings, especially with ranch-type houses. Also suitable for low hedge around curves and in places where plants have to be kept low so as not to obstruct one's vision. We can offer the following for 1957.

Per 100 Per 1000

Strong, 1-yr. seedlings, \$25.00 \$225.00
branched, 4 to 8 ins.
Transplants, 2-yr., 8 to 12 ins. 50.00 450.00

Cotoneaster horizontalis, strong
1-yr. seedlings, 4 to 6 ins. 10.00 90.00
2-yr. transplants, 8 to 10 ins. 50.00 450.00

Cotoneaster divaricata,
1-yr. seedlings, 10 to 15 ins. 10.00 90.00
2-yr. seedlings, 12 to 18 ins. 17.50 150.00

C. HOOGENDOORN

Turner Rd., Newport, R. I.

DAISIES

DAISIES

Strong field divisions. Per 100

ESTHER READ \$6.50

HOLLY READ, 1st. Bloom all summer, like double white Dahlia 30.00

MAJESTIC, still the finest of all singles. 7.00

SNOW QUEEN, semi-double, strong grower 7.00

WIRRAL'S SUPREME, like Esther

Read, but later flowering and stronger. 25.00

SARVEY NURSERY CO., San Marcos, Calif.

DAISIES

Edgebrook Giant 100 1000

M. Shasta 7.00 65.00

Eather Read 7.00 65.00

May Queen 4.00 30.00

E. F. DuBOISE NURSERY

Huntsville, Ala.

DOGWOODS

PINK-FLOWERING DOGWOOD

(Cornus florida rubra)

All Dogwood, barked on transplanted seedlings, well spaced. We can furnish stock quantities in all grades. About 50 per cent of the 2 and 3-year pink and double white have bloom buds.

1-YEAR Each 10 100

18 to 24 ins., br. \$12.50 \$115.00 \$100.00

2 to 3 ft., br. 13.50 135.00 125.00

3 to 4 ft., br. 18.50 175.00 165.00

Add 25c for B&B

2-YEAR

2 to 3 ft., br. 2.00 17.50 150.00

3 to 4 ft., br. 2.50 22.50 200.00

4 to 5 ft., br. 3.25 30.00 275.00

5 to 6 ft., br. 4.00 37.50 350.00

Add 50c per tree for B&B

3-YEAR

4 to 5 ft., br. 3.25 30.00 275.00

5 to 6 ft., br. 4.00 37.50 350.00

6 to 7 ft., br. 5.50 50.00 450.00

Add 50c per plant for B&B

HYERS NURSERY CO., Chase, Ala.

WHITE FLOWERING DOGWOOD

Nursery-grown transplants.

Heavy caliper, well-branched. Each

3 to 4 ft., bare-root \$1.50

3 to 4 ft., B&B 1.95

4 to 5 ft., bare-root 2.00

4 to 5 ft., B&B 2.25

5 to 6 ft., B&B 2.25

6 to 7 ft., B&B 4.50

7 to 8 ft., B&B 6.00

8 to 9 ft., B&B 8.00

We really have the buds this year.

Supply limited. Phone 395.

WHERRY'S NURSERIES, St. Marys, W. Va.

PINK AND WHITE DOGWOOD

Write for special prices on surplus pink and white Dogwood, shrubs and shades.

Economy priced to sell on quick shipment.

Trees are moving fast. Write today.

GLOBE NURSERIES

Box 249 McMinnville, Tenn.

Cornus florida rubra (pink-flowering Dogwood), 30 to 35 ins., \$20.00 per 10; 18 to 21 ins., \$10.00 per 10.

Mrs. R. L. Robinson, Greenville, Ga.

EVERGREENS, Liners

EVERGREEN LINERS AND CUTTINGS
FIELD-GROWN TRANSPLANTS
HEAVY, TRACTOR-CULTIVATED STOCK
Each 100 1000

Arborvitae, pyramidal,

10 to 12 ins., 3-yr. \$0.45 \$0.42

Arborvitae, globe woodwardi,37 .35

8 to 12 ins., 3-yr.

Arborvitae, Am. nigra, dark

green, 10 to 15 ins.45 .42

POT-GROWN STOCK (FROM 2 1/2-IN. POTS)

Sprayed with Parathion annually. Potted

in special clay peat fertilizer mixture. Grown

in open lath house or outside frames. No

light, soft greenhouse-grown stock.

Each, 100 1000

Arborvitae, American, dark green,

1-yr., 6 to 7 ins. \$0.27 \$0.26

Arborvitae, globe woodwardi, 1-yr.,

5 to 6 ins.27 .25

Arborvitae, pyramidal, 1-yr.,

5 to 6 ins.27 .25

Juniperus pfitzeriana armstrongii,

1-yr., 4 to 5 ins.27 .25

Juniperus chinensis pfitzeriana,

1-yr. pots, 6 to 7 ins.27 .25

Juniperus chinensis pfitzeriana,

2-yr. pots, 6 to 9 ins.30 .28

Juniperus glauca hetzi, 1-yr.,

6 to 7 ins.27 .25

Taxus hicksii, 2-yr., 6 to 8 ins.30 .28

Euonymus alatus compactus, 2-yr.,

6 to 7 ins.22 .20

Korean Boxwood, 1-yr., 3 ins.22 .20

Viburnum, leather-leaved; 2-yr.

pots, 6 to 9 ins.30 .28

Viburnum burkwoodi, 2-yr.,

6 to 9 ins.22 .20

HEAVY ROOTED CUTTINGS

From flats, growing outside in lath house.

Ready for delivery now.

These extra hardy, outside-grown cuttings

can be potted any time, spring, summer, fall.

No soft greenhouse-grown stock.

Boxwood, Korean, hardy, 3 ins. \$0.11 \$0.10

Boxwood, sempervirens09 .08

Euonymus alatus compactus,

3 to 4 ins., 2-yr., branched09 .08

Juniperus chinensis pfitzeriana,13 .12

Juniperus chinensis pfitzeriana,

6 to 7 ins.13 .12

Arborvitae, pyramidal,

5 to 6 ins.13 .12

Arborvitae, globe, 4 to 5 ins.13 .12

Arborvitae, American, dark green,

5 to 6 ins.13 .12

Taxus hicksii, 5 ins.13 .12

Taxus intermedia, 3 to 4 ins.13 .12

Taxus media, 3 to 4 ins.13 .12

TERMS: Packing and boxing free. 3 per

cent discount for cash with order.

Our stock guaranteed 100 per cent satisfac-

tory or return within 6 days for full refund,

plus full shipping charges paid.

250 plants of each variety at 1000 rate.

MILAM NURSERY CO.,

Corner of State Rts. 25 and 71

Tipp City, O.

LINING-OUT STOCK

ROOTED CUTTINGS Per 100 Per 1000

Arborvitae, woodwardi, \$0.10 \$0.09

Arborvitae, nigra, green,10 .09

4 to 8 ins.

Arborvitae, pyramidal, 4 to 10.10 .09

Juniper, Andorra, 4 to 8 ins.12 .11

Juniper, Pfitzer, 4 to 8 ins.12 .11

Juniper, Hetz, 4 to 8 ins.12 .11

Juniper, Irish, 6 to 8 ins.11 .10

Taxus capitata (leaders),

4 to 8 ins.14 .13

Taxus cuspidata, 6 to 8 ins.12 .11

Taxus hicksii, 6 to 8 ins.12 .11

1-YR. TRANSPLANTS

Taxus cuspidata, 6 to 8 ins.22 .20

Taxus hicksii, 6 to 8 ins.22 .20

Taxus capitata (leaders),

6 to 10 ins.28 .25

2-YR. TRANSPLANTS

Juniper, Andorra, 10 to 12 ins.28 .25

Taxus cuspidata, 6 to 10 ins.30 .28

Taxus hicksii, 6 to 10 ins.30 .28

Arborvitae, nigra, green,

8 to 10 ins.26 .22

3-YR. TRANSPLANTS

Taxus hicksii, 6 to 10 ins.40 .38

50 of a variety at 100 rate.

250 of a variety at 1000 rate.

GRAFTS, 2 1/2-IN. AND 2 1/2-IN. POTS

Per 10 Per 100

Juniper, Canaert \$0.65 \$0.60

Juniper, Burk65 .60

Juniper, Keteleer65 .60

Juniper, glauca65 .60

30 of a variety at 100 rate.

Grafted Koster Blue Spruce \$1.25 each

Free boxing.

2 per cent discount, cash with order.

DRAKE'S NURSERIES

G-4342 Branch Rd. Flint 6, Mich.

ANDORRA JUNIPER

Field tr., 6 to 10 ins. Per 100

Field tr., 12 to 12 ins. \$12.00

12 to 15 in. spread, heavy 18.00

Cash with order, please.

WHERRY'S NURSERIES, St. Marys, W. Va.

EVERGREENS

Tough, hard plants, grown in full sun.

3 to 5 ins. 5-7 7-9 9-11

Biota, aurea nana 10c 12c 15c

Biota, bakeri 6c 8c 12c

Biota, excelsa 6c 8c 10c 15c

Biota, bonita 8c 10c

Biota, sybilli 8c

Thuja globosa woodwardi 5c 10c 15c

Buxus japonica 4c

Buxus sempervirens 4c

Buxus suffruticosa 10c

R.C. 6-8 8-10 9-12 15-18

Abelia 4c

Ilex rotundifolia 4c 6c 8c 12c 25c

Ilex convexa 4c 8c

Ilex burfordi 4c 6c 8c 15c 20c

Ligustrum lucidum 4c 6c

Pyracantha lalandi 4c

12 to 15 ins., 12c.

Pyracantha formosana,

12 to 15 ins., 12c.

Pittosporum tobira 5c

Juniper, stricta 19c

glauca hetzi 6 10c 12c

Irish 8c

pfitzeriana 8c 15c

depressa 12c

Retinospora plumosa

aurea 10c

Retinospora plumosa,

green 5c

Quince (flowering

red) 5c 8c

Chamaecyparis

squarrosa veitchii 5c

THE BUSH RANCH

140 Woodland Dr. Thomasville, Ga.

LINING-OUT STOCK

FIELD-GROWN Per 100

Juniperus chinensis pfitzeriana (Pfitzer)

1-yr., 6 to 12 ins. \$17.50

2-yr., 8 to 12 ins. 22.50

Juniperus chinensis pfitzeriana compacta

(Compact Pfitzer)

1-yr., 6 to 12 ins. 17.50

2-yr., 8 to 12 ins. 22.50

Juniperus chinensis pfitzeriana compacta

(Nick's Compact Pfitzer)

1-yr., 6 to 12 ins. 20.00

Juniperus communis fastigiata

(Imp. Irish)

1-yr., 6 to 12 ins. 12.50

2-yr., 8 to 12 ins. 15.00

2-yr., 12 to 15 ins. 17.50

Juniperus communis hibernica (Irish)

1-yr., 6 to 12 ins. 12.50

2-yr., 12 to 15 ins. 15.00

2-yr., 15 to 18 ins. 17.50

Juniperus communis kiyonoi (Kiyonoi)

1-yr., 6 to 12 ins. 12.50

Juniperus excelsa stricta (Greek)

1-yr., 6 to 12 ins. 15.00

Juniperus glauca hetzi (Hetz)

1-yr., 6 to 12 ins. 15.00

Juniperus horizontalis plumosa (Andorra)

1-yr., 6 to 12 ins. 15.00

Juniperus sabina tamariscifolia

1-yr., 6 to 12 ins. 20.00

Juniperus virginiana

1-yr., 6 to 12 ins. 15.00

Write for our price list and quotations on

lots of 1000.

HYERS NURSERY

Chase, Ala.

EVERGREENS

ROOTED CUTTINGS 100 1000

Arborvitae, American, 6 to 8 ins. \$8.00 \$70.00

Arborvitae, globe, 5 to 6 ins. 8.00 70.00

Ab. pyramidal, 6 to 8 ins. 8.00 70.00

Juniperus (Andorra) plumosa,

6 to 8 ins. 8.00 70.00

glauca hetzi, 6 to 8 ins. 8.00 70.00

comm. hibernica (Irish), 5 to 6 ins. 8.00 70

EVERGREENS, Liners—Continued

EVERGREENS, SEEDLINGS		
2-YR. SEEDLINGS	Per 100	Per 1000
Scotch Pine (Austrian seed), 6 to 12 ins.	\$ 7.50	\$30.00
Scotch Pine (Austrian Seed), 8 to 15 ins.	8.50	32.50
Scotch Pine (Riga), 4 to 8 ins.	7.50	30.00
Scotch Pine (Riga), 6 to 10 ins.	8.50	32.50
Austrian Pine (Alps Mt.), 4 to 8 ins.	7.00	30.00
Colorado Blue Spruce, 2 to 6 ins.	6.00	26.00
American Arborvitae, 3 to 6 ins.	6.50	30.00
Douglas Fir (Col. seed), 4 to 8 ins.	6.00	30.00
Douglas Fir (Col. seed), 6 to 10 ins.	7.00	35.00
3-YR. SEEDLINGS		
Colorado Blue Spruce, 4 to 8 ins.	8.00	40.00
Colorado Blue Spruce, 5 to 10 ins.	9.00	45.00
Japanese Fir (Nikko), 4 to 8 ins.	20.00	...
Scotch Pine (Austrian seed), 12 to 18 ins.	11.00	...
Scotch Pine (Scotland), 8 to 15 ins.	10.00	50.00

TERMS: Reference with order. Packing free, 500 at the 1000 rate. Plants at the 100 rate postpaid up to zone 5.

NEUNER'S EVERGREEN NURSERY
368 Eicher Rd. Pittsburgh 2, Pa.

ROOTED CUTTINGS		
Spring 1957 delivery		
Cuttings taken from clean, healthy, vigorous plants and rooted by us in our own greenhouses. Orders accepted for April and May delivery.		
Berberis julianae	Juniperus e. hibernica	
Buxus sempervirens	Juniperus horizontalis	
Euonymus patens	Ligustrum macrophyllum	
Ilex crenata	Pyracantha lalandi	
Ilex convexa	Taxus cuspidata	
Ilex Glase	Taxus canadensis	
Ilex helleri	Taxus hunnewelliana	
Ilex microphylla	Taxus hicksii	
Ilex repandens	Thuja occidentalis	
Ilex rotundifolia	Thuja o. globosa	
Juniperus c. hetzli	Thuja o. pyramidalis	
Junip. c. pfitzeriana	Thuja o. pyram. com-stricta	
Juniperus excelsa		

Buxus and Thuja, \$75.00 per 1000.
Juniper, Euonymus and Ligustrum, \$80.00 per 1000.
Ilex, Taxus, Pyracantha and Berberis, \$85.00 per 1000.

Shipped according to your directions. Shipping charges added to order. Free packing.

CONNOR & AMOS, INC.
129 Old Dutch Rd.
Charleston, W. Va.

BED-GROWN LINERS		
Per 100	6 to 8 ins.	8 to 10 to 15
Cedrus deodara	\$10.00	\$12.50
Gardenia Mystery	10.00	10.00
Gardenia radicans	10.00	10.00
Gardenia atrica nana	10.00	\$12.50
Ilex cornuta burfordi	10.00	12.50 15.00
2-yr., heavy, \$20.00 per 100		
Ilex crenata bullata	12.50	15.00 17.50
2-yr., heavy, \$25.00 per 100		
Ilex crenata macrophylla	12.50	15.00 17.50
2-yr., heavy, \$25.00 per 100		
Ilex crenata rotundifolia	10.00	12.50 15.00
2-yr., heavy, \$20.00 per 100		
Ilex opaca East Palatka	17.50	20.00
Ilex opaca femina	17.50	20.00
Juniperus glauca hetzli	17.50	20.00
Ligustrum luc. compactum	10.00	15.00
Magnolia grandiflora	15.00	20.00
Nandina domestica	10.00	15.00
4 to 6 ins., \$8.50 per 100		
Pyracanthas, early red	15.00	20.00
Pyracantha graberl	15.00	20.00

We also have excellent potted liners of many items. See our separate listings on these in this issue. Wholesale catalog furnished free upon request.

COTTAGE HILL NURSERY
4000 Japonica Lane Mobile, Ala.

PINE, SPRUCE SEEDLINGS		
LINERS	100	1000
Scotch Pine, 2-yr., 4 to 8 ins.	\$4.00	\$25.00
(Best we have ever offered. Quantity discounts.)		
Scotch Pine, 3-yr., 8 to 14 ins.	5.00	35.00
Colo. Blue Spruce, 4-yr., 6 to 12 ins.	8.00	50.00
Juniperus glauca hetzli, 2-yr., 6 to 12 ins.	25.00	...
Spreading Jap. Yew, 3-yr., 4 to 8 ins.	30.00	...

PAINT CREEK NURSERIES
R. D. 1 Shipperville, Pa.

HEAVY LINERS FROM FIELD BEDS		
All once transplanted.	Per 100	Per 1000
Taxus cuspidata, 2-yr., 6 to 12 ins.	\$27.50	...
Taxus hicksii, 2-yr., 7 to 12 ins.	27.50	...
Taxus hicksii, 3-yr., 8 to 15 ins.	35.00	...
Juniperus hetzli, 2-yr., 8 to 12 ins.	25.00	...
Ilex rotundifolia, 1-yr., 4 to 8 ins.	17.50	...
Ilex bullata convexa, 2-yr., seedlings, rotundifolia types, 8 to 15 ins.	20.00	...

Postpaid for cash before February 25.

SUSSEX NURSERY
Bridgeville, Del.

SELECTED HEAVY LINERS

3-yr., T. et.	Per 100	Per 1000
Juniperus pfitzeriana, 8 to 12 ins.	\$320.00	\$280.00
Juniperus meyeri, 6 to 8 ins.	280.00	...
Juniperus meyeri, 8 to 10 ins.	350.00	...
Juniperus sabina (savin), 8 to 8 ins.	220.00	...
Juniperus sabina (savin), 8 to 10 ins.	275.00	...
Taxus hicksii, 8 to 10 ins.	350.00	...
Taxus hicksii, 10 to 12 ins.	480.00	...
Taxus brevifolia, 4 to 6 ins.	280.00	...
Thuja pyram. comp.	230.00	...

These are well-rooted, selected heavy liners. F.O.B. Hoboken, N. J. Packing additional. 3 per cent discount for cash with order or 25 per cent with order, balance C.O.D. Customers known to us usual terms. Minimum order \$100.00 except for sample orders.

Ask for catalog or Rhododendron price list.

HOLLAND NURSERY PRODUCTS
P. O. Box 339, Madison Square Station
New York 10, N. Y.

HEAVY ROOTED CUTTINGS

Per 100	Per 1000
Arborvitae, American, dark green; 6 to 10 ins.	\$0.10 \$0.09
Arborvitae, pyramidal, 6 to 10 ins.	.10 .09
Arborvitae, globe, 4 to 8 ins.	.10 .09
Juniper, Hetz glauca, 6 to 10 ins.	.11 .10
Juniper, Pfitzer, 6 to 10 ins.	.11 .10
Juniper, Savin, 6 to 10 ins.	.11 .10
Juniper, Von Ehren, 6 to 10 ins.	.11 .10
Juniper, Andorra, 6 to 10 ins.	.11 .10
Taxus cuspidata, 6 to 10 ins.	.12 .11
Taxus hicksii, 6 to 10 ins.	.12 .11
Taxus hunnewelliana, 6 to 10 ins.	.12 .11
Taxus capitata (leaders), 6 to 8 ins.	.13 .12

Spring delivery.
Cash with order earns free packing.

DE WINTER'S NURSERY
653 Port Sheldon Rd.
Grandville, Mich.

ROOTED CUTTINGS	Each, 100	1000
Taxus cuspidata	13c	10c
media	13c	12c
media andersoni	12c	11c
media browni	13c	12c
media hicksii	13c	12c
media Moon's Columnar	13c	12c
media wardi	13c	12c
media wymantii	13c	12c
repandens	13c	12c
Juniperus sinensis pfitzeriana	13c	12c
glauca hetzli	11c	10c

ROOTED CUTTINGS, TRANSPLANTED
Taxus cuspidata capitata (leaders) 15c 14c
Taxus cuspidata 14c 13c
Juniperus com. hor. plumosa (Andorra) 15c 14c

J. BLAAUW & CO.
(Wholesale Nurseries)
Lincoft, N. J.

Mailing addr.: P. O. Box 573, Red Bank, N. J.

EVERGREEN LINERS

Each, 100	1000
PFITZER JUNIPER	
2 1/2-in. pots, 1-yr.	\$0.22 1/2 \$0.18 1/2
Rooted cuttings, 1-yr.	.13 .12
BURK JUNIPER	
2 1/2-in. pots, 1-yr.	.27 1/2 .22 1/2
ARMSTRONG PFITZER JUNIPER	
2-in. pots, 1-yr.	.26 1/2 .18 1/2
2-in. pots, 1-yr.	.26 1/2 .22 1/2
BERCKMANS' BIOTA A. N.	
2-in. pots, 1-yr.	.22 1/2 .18 1/2

(Delivery May 1.)
WOODWARD GLOBE ARBORVITAE
Field-grown, 4-yr., 50
TERMS: Cash with order. Free packing.
Orders for spring held for one-fourth deposit.
300 plants of one variety at 1000 rate.
Not less than 50 of a variety.

VOGE NURSERY
New Lebanon, O.

FIELD-GROWN LINERS

Each, 100	1000
Greek Juniper, excelsa stricta, 6 to 10 ins.	12c 10c
Hetz Juniper, 6 to 12 ins.	12c 10c
Savin Juniper, 6 to 10 ins.	15c 12c
4 to 8 ins.	12c 10c
Polish Juniper, 6 to 12 ins.	12c 10c
Irish Juniper, 6 to 10 ins.	12c 10c
English Juniper, 6 to 10 ins.	12c 10c
Ligustrum lucidum, 6 to 10 ins.	12c 10c
Ilex rotundifolia (Holly), 4 to 8 ins.	12c 10c

Send for price list on B&B stock.
90,000 ready to go. Price right on quantity lots. Sample, 15c each to cover postage.

GRANT'S NURSERY
Kolola Springs, Miss.
(Mailing address) R. 2, Caledonia, Miss.

EUONYMUS PATENS

Full plants field-grown under irrigation.	Each	Each
12 to 15 ins.	\$ 3.50	\$ 50.00
15 to 18 ins.	7.00	65.00
18 to 24 ins.	8.50	80.00
2 to 2 1/2 ft.	11.00	100.00
2 1/2 to 3 ft.	13.50	125.00

Cash with order, no packing charge.

HAGERTY'S LANDSCAPE NURSERY
Lincoln 6, Neb.

POTTED LINERS

2 1/4-in. pots	Per 100	Per 1000
Taxus capitata, 2-yr.	\$23.00	\$220.00
Taxus cuspidata, 1-yr.	17.00	160.00
2-yr.	22.00	200.00
Taxus hicksii, 1-yr.	18.00	170.00
2-yr.	23.00	230.00
Taxus Moon's Columnar, 2-yr.	22.00	210.00
Taxus browni, 1-yr.	18.00	170.00
Taxus andersoni, 1-yr.	18.00	170.00
Juniperus hetzli, 2-yr.	24.00	230.00
Juniperus pfitzeriana, 1-yr.	20.00	180.00
2-yr.	24.00	230.00

TERMS: No charge for packing. 25 per cent with order, balance C.O.D. 250 of a variety at 1000 rate.

HEASLEY BROS. NURSERY
Box 218, R. D. 1 Greensburg, Pa.

SURPLUS LINING-OUT STOCK

600 Andorra Juniper, 8 to 10 ins., tr.	\$0.35
600 Sherman Arborvitae, 8 to 10 ins., tr.	.35
500 Nigra Arborvitae, 8 to 10 ins., tr.	.35
600 Pyramidal Arb., 8 to 10 ins., tr.	.35
300 Globe Arborvitae, 8 to 9 ins., tr.	.35
500 Oriental Arborvitae (Rochester)	
18 to 24 ins., tr.	.35
400 Burk Juniper, 1-yr. pots	.40
250 Burk Juniper, 12 to 15 ins., tr.	.70
1000 Douglas Fir, 9 to 12 ins., tr.	.35
1000 Pfitzer Juniper, 9 to 12 ins., tr.	.35
750 Scotch Pine, 12 to 15 ins., tr.	.35
400 Capitata Yew, adigs., 9 to 12 ins., tr.	.50
400 Capitata Yew, adigs., 12 to 15, tr.	.75

HENRY NURSERIES, HENRY, ILL.

QUALITY LINERS

Viburnum carlesii, 4 to 8 ins. adigs.	20.00
Taxus capitata (from seed), 4 to 8 ins.	20.00
Canadian Hemlock, 4 to 8 ins. tr.	20.00
Mugho Pine (dwarf), 4 to 8 ins. tr.	20.00
Colorado Blue Spruce, 5 to 10 ins. tr.	22.50
Enkianthus camp., 8 to 12 ins. tr.	25.00
American Holly, 6 to 12 ins. tr.	25.00
Ilex crenata, 8 to 12 ins. heavy, tr.	25.00
Rho. hybrids (red seed), 4 to 10 ins.	50.00
Pink Fir, Dogwood, 10 to 15 ins. grafts	75.00

Sod for new spring list.

Send for new spring list.
POSSUM HOLLOW NURSERIES
6909 Henley St. Philadelphia 19, Pa.

PINES

Per 100	Per 1000
Austrian Pine, 5 to 10 ins., 3-0.	
root-pruned	\$ 8.00 \$40.00
Red Pine, 6 to 15 ins., 3-0.	
root-pruned	8.00 40.00
White Pine, 4 to 10 ins., 3-0.	
root-pruned	8.00 40.00
Scotch Pine, 8 to 24 ins., 4-0.	
twice undercut	16.00 80.00
Scotch Pine, 12 to 18 ins., 4-0.	
transplants	30.00
Scotch Pine, 8 to 12 ins.	30.00
Mugho Pine, 2 to 4 ins., 3-0.	5.00 35.00

Route 3 FARM LANDSCAPE CO. Urbana, Ill.

SURPLUS LINERS, FIELD BEDS 1000
Juniperus hetzli, 3-yr., T.

12 to 24 ins. \$200.00
Juniperus pfitzeriana, 2-yr., T.

9 to 12 ins. 180.00
Retinospora filifera aurea, 2-yr., T.

9 to 12 ins. 180.00
Ilex rotundifolia, 2-yr., T.

180.00
Ilex rotundifolia, 1-yr., T.

90.00
Scotch Pine, 3-yr., adigs., 9 to 15 ins.

30.00
Austrian Pine, 3-yr., adigs., 12 ins.

25.00
Beeble zone only.

HOHN NURSERY, R. D. 2, Jeannette, Pa.
2 mi. North of Greensburg, Route 66
Phone Greensburg 3230

POTTED LINERS, 2 1/4-IN.

Pfitzer Juniper, 6 to 10 ins.	\$0.14
Ilex burfordi, 6 to 10 ins.	.12
Ilex rotundifolia, 5 to 10 ins.	.10
Nandinas, 4 to 8 ins.	.10

ROTTED CUTTINGS
Pfitzer Juniper, 6 to 10 ins. \$0.06
Ilex burfordi, 4 to 6 ins. .03 1/2
Ilex rotundifolia, 4 to 6 ins. .03 1/2

J. G. TSCHINKEL
115 N. Plymouth Huntsville, Ala.

JUNIPER GRAFTS

Spring 1957 delivery.
VARIETIES: burki, canariensis, columnaris, blue, columnaris green, Dundee, glauca, keteleeri and mascula, Virginiana understock used.

45c each, F.O.B. Louisville, Ky.
Packing at cost.

HALLENBERG NURSERY
R. 2, Box 119 Anchorage, Ky.

PINUS STROBUS (WHITE PINE)
Nursery-grown, transplanted.

Each, 10	100
2 to 3 ft.	\$1.50 \$1.25
3 to 4 ft.	2.25 2.00
4 to 5 ft.	3.00 2.75
5 to 6 ft.	4.25 4.00

Larger sizes quoted by request.
J. A. WEDDINGTON & SON
4414 Holston Drive Knoxville, Tenn.
Phone Knoxville 3-4417

NANDINA SEEDLINGS

8 to 10 ins.	\$10.00 per 100
12 to 15 ins.	\$10.00 per 100

PINKSTON NURSERIES
Parrott, Ga.

XUM

COLORADO-GROWN LINERS

Colorado Blue Spruce,	
3 to 6 ins.	\$ 35.00 per 1000
6 to 10 ins.	60.00 per 1000
transplants, 5 to 8 ins.	100.00 per 1000
Austrian Pine, 6 to 10 ins.	35.00 per 1000
10 to 14 ins.	50.00 per 1000
Black Hills Spruce, 3 to 6 ins.	50.00 per 1000
Colorado concolor Fir,	
3 to 6 ins.	40.00 per 1000

WESTERN EVERGREENS

14355 W. 44th Golden, Colo.

EVERGREENS

From open beds and the field.

Pfitzer Juniper, 4 to 6 ins.	\$0.06
Ilex rotundifolia, heavily rooted cuttings ....	.03
Ilex burfordii, heavily rooted cuttings ....	.03
Nandina, 2 1/2 in. pots, 3 to 4 ins. ....	.01
seedlings, 3 leaves ....	.01
seed, per lb.	1.00
Euconymus patens, rooted cuttings ....	.02
Ligustrum lucidum, rooted cuttings ....	.02

E. F. DuBOSE, HUNTSVILLE, ALA.

EVERGREEN LINERS

Gardenia Hadley	8c	10c
Gardenia radicans	8c	10c
Gardenia veltchii	10c	12 1/2 c
Ilex rotundifolia	8c	10c
Ilex burfordii	10c	12 1/2 c
Ligustrum lucidum	8c	10c

Write for a complete list.

FLOWERWOOD NURSERY, INC.
P. O. Box 185 Cairo, Ga.

EUCONYMUS RADICANS, UPRIGHT

(Sarcone)

2-in. pots	\$0.15
2 1/2-in. pots ....	.20
2-yr., 9 to 12 ins. ....	.25

KUMMEL NURSERY

Carthage, Mo.

BOXWOOD SPECIAL

Buxus sempervirens, Each, 100 1000	
Rooted cuttings, 1-yr. in beds, \$4.00 \$4.08	
Field-grown, 2-yr., XX, 6 to 8, .12 .10	
Field-grown, 4-yr., XX, 9 to 12 .14 .12	
Field-grown, 5-yr., XX, 12 to 12 .20 .18	

Free packing for cash with order.

Samples on request.

ABBOTT NURSERY

641 E. 2nd N St. Morristown, Tenn.

BIOTA AUREA NANA

WELL ROOTED CUTTINGS

3 to 4 ins., \$80.00 per 1000.

JOHNSON'S NURSERY

Baxter, Tenn.

BALSAM FIR FOR CHRISTMAS TREES

Round needle type, carefully collected, puddled and properly packed. These seedlings are tall enough to survive in heavy grass, weeds or trash in any plantation.

3 to 12 ins., \$35.00; 12 to 20 ins., \$40.00 per 1000. Will ship 10 per cent extra stock with order of \$600.00 or over.

ST. REGIS TREE NURSERY

St. Regis Falls, N. Y.

POTTED LINERS, 2 1/2-IN.

Entire stock, 7000 quality Evergreens, consisting of Yew, Holly, Azaleas, Pieris, etc. Entire lot on cash and carry basis, removing by April 1. Your inquiry and offer invited.

FRANK H. SEXTON

522 Velde Ave. Delair, Camden Co., N. J.

SCOTCH PINE SEEDLINGS

FOR CHRISTMAS TREES

2-yr., \$12.00 per 1000.

We have a wide selection of species.

Pines and Spruce.

Write for free price list.

HABE NURSERY

R. I. Box 360 Lynchburg, Pa.

PFITZER JUNIPER

2-yr., in 2 1/2-in. pots.

Cuttings were branched and are now bushy.

THE FOSS NURSERY CO.

Coldwater, O.

EVERGREENS

See our Classified Ad in this issue under

LINING-OUT STOCK.

T. G. OWEN & SONS, INC.

Columbus, Miss.

NANDINA PLANTS

3 to 4 ins. high; bed-grown, \$30.00 per 1000.

500 at 1000 rate. Cash.

KRONE'S FLOWER SHOP & NURSERY

4221 Grand Ave. Fort Smith, Ark.

PFITZER JUNIPER

Unrooted cuttings, 6 to 10 ins. long, \$10.00 per 1000. Cash.

KRONE'S FLOWER SHOP AND NURSERY

4221 Grand Ave. Fort Smith, Ark.

Turn your Surplus Stock

into cash

with a Classified Ad in

the American Nurseryman.

EVERGREENS, B&B

BOXWOOD SPECIAL

100 Old English, 10 to 12 ins.	
200 Old English, 8 to 10 ins.	
50 harlandi, semi-dwarf, 10 to 12 ins.	
200 harlandi, semi-dwarf, 8 to 10 ins.	
Heavy field-grown, 8 to 10-yr.	
Bare-root or B&B. Make offer.	

TARHEELIAN NURSERIES, LENOIR, N. C.

NATIVE CHERRY LAUREL

Traditional Evergreen of the Old South.

Very disease resistant.

12 to 24 ins., \$10.00 per 100.

PINKSTON NURSERIES

Parrott, Ga.

EVERGREENS, Miscellaneous

EVERGREENS

1-YEAR, 2 1/2-IN. POTS. Per 100	
Juniperus hetzi glauca	\$16.00
Ilex rotundifolia	16.00
Biota, Berckmans'	20.00
Globe Arborvitae	16.00
Irish Juniper	16.00
Hetz Wintergreen	16.00

2-YEAR TRANSPLANTS

Pfitzer Juniper, 1-yr. pots, 1-yr. field, ..	22.50
Juniperus hetzi glauca, 1-yr. pots, ..	20.00
Globe Arborvitae, 1-yr. pots, 1-yr. field, ..	20.00

SURPLUS B&B FINISHED STOCK

Each	
Irish fastigiata Juniper, 3 to 4 ft.	\$1.25
Irish fastigiata Juniper, 4 to 5 ft.	1.50
Globe Woodward Arborvitae, 10 to 12 ins.	1.00
Globe Woodward Arborvitae, 15 to 18 ins.	1.50
Pyramidal Arborvitae, 30 to 36 ins.	1.75
Nigra Arborvitae, 18 to 24 ins.	1.25
Juniperus hetzi glauca, 18 to 24 ins.	1.50
Pfitzer Juniper, 16 to 18 ins.	1.50
Biota, Berckmans', 15 to 18 ins.	1.25
Biota bonita, 15 to 18 ins.	1.25
Ilex rotundifolia, 12 to 15 ins.	1.50
Dogwood, pink, 3 to 4 ft.	2.50

JOHNSON'S NURSERY, BAXTER, TENN.

EVERGREENS

Each	
Arborvitae, pyramidal, 30 to 36 ins.	\$2.50
Arborvitae, pyramidal, 36 to 42 ins.	2.75
Arborvitae, pyramidal, 42 to 48 ins.	3.00
Arborvitae, pyramidal, 48 ins.	3.25
Row run, \$2.75.	

Special price on dig your own.

Transplants, 2-yr.: Hetz Juniper, Pfitzer Juniper, Andorra Juniper and Globe Arborvitae, \$250.00 per 1000 or \$30.00 per 100.

Cash with order, please.

SHARP'S EVERGREEN NURSERY

R. F. D. 1 Albion, Mich.

FORSYTHIAS

FORSYTHIAS

Per 100 Per 1000	
Lynwood Gold, 1-yr., hardwood,	
18 to 24 ins.	\$17.50 \$150.00
Spring Glory, 1-yr., hardwood,	
18 to 24 ins.	12.00 100.00

Turner Rd. C. HOOGENDOORN

Newport, R. I.

FRUIT AND NUT TREES

SPECIAL ON FRUIT TREES

APPLE TREES

2-yr., heavy branched.

Beacon, Summer Champion, double Red Delicious, Red Willow Twig, double Red Jonathan, Wealthy, Ribernal, Yellow Transparent, Lord, Yellow Delicious, Maiden Blush, Virginia Crab, Red Rome Beauty, Scarlet Stayman.

Per 10 Per 100 Per 1000	
3/4 to 1 1/4-in.	\$8.50 \$80.00 \$75.00
1 1/4 to 1 1/2-in.	7.50 70.00 65.00
9/16 to 1 1/8-in.	7.00 55.00 50.00
7/16 to 9/16-in.	6.00 55.00 50.00
5/16 to 7/16-in.	4.00 38.50 32.50

CHERRY TREES

Sour, on Mahaleb.

Virus-free.

1 and 2-yr., heavy branched.

Early Richmond, Royal Duke, Montmorency, Morello.

Per 10 Per 100	
11/16-in. up	\$ 9.50 \$90.00
9/16 to 11/16-in.	8.50 80.00
7/16 to 9/16-in.	7.50 70.00
Large 3/4 to 1 1/4-in.	16.00 90.00

Sweet, on Mahaleb.

1 and 2-yr.

Black Tartarian, Schmidt, Red Sweet, Yellow Sweet, Windsor.

Per 10 Per 100	
11/16 to 1 1/2-in. branched	\$12.50 \$120.00
9/16 to 11/16-in.	10.00 90.00
7/16 to 9/16-in.	8.50 80.00

PEAR TREES

Heavy branched, 2-yr.

Per 10 Per 100	
3/4-in., 5 ft. up	\$9.00 \$85.00
11/16-in., 4 1/2 ft. up	8.50 80.00
9/16-in., 4 ft. up	8.00 75.00

F.O.B. Hannibal. Packing extra at cost.

SIMS FRUIT & NURSERY FARMS

Scenic Highway 79 Hannibal, Mo.

NOW IS THE TIME TO ORDER
YOUR FLOWERING CRAB GRAFTS
FLOWERING CRAB BENCH GRAFTS

We can still supply a few 1000 flowering Crab bench grafts in the following varieties, for early spring delivery: Almey, Red Silver, Kingsmere, Jay Darling, Wabaskaw, Purple, double Chinese White, Aldenham, Column Cherry, Flame, Hopa and Eley. All grafts tied in bundles of 100 per variety.

Per 100 Per 500 Per 1000

\$25.00 \$112.50 \$200.00

APPLE BENCH GRAFTS

Standard varieties, tied 100 per bundle

Per 100 Per 500 Per 1000

\$15.00 \$62.50 \$100.00

EGYPTIAN NURSERY & LANDSCAPE CO.

Farina, Ill.

PEACH TREES

2 to 3 ft. 20c each

3 to 4 ft. 30c each

4 to 5 ft. 40c each

Elberta, Golden Jubilee, Dixie Red, J. H.

Hale, Early Elberta, Dixie Gem, Indian,

Halehaven, Redhaven, Frank and Belle of

Georgia (no 4 to 5-ft. size).

GRAPE VINES

2-yr., field-grown, heavily branched.

No. 1 plants

\$2.50 per 10.

\$20.00 per 100.

Concord, Niagara and Fredonia.

HOWARD W. FORD NURSERY

R. 9, Box 124 Tyler, Tex.

DWARF APPLE STOCK SCION WOOD

Malling, Nos. 1, 2, 7 and 9.

For piece root grafting.

Scions are 14 ins. to 2 ft. long, 3/4-in. and up.

Can be shipped immediately.

Prices on request.

V. KRAUS NURSERIES

Carlisle, Ont., Canada

Phone Waterford MU. 9-4022

CHINESE CHESTNUT TREES

6 to 8 ft., \$55.00 per 100.

4 to 6 ft., \$45.00 per 100.

20 per cent off if customer digs his own trees.

Can supply 2000 nice trees.

A. TOMS NURSERY

Port Deposit, Md.

PEACH TREES

Elberta, Redhaven, Belle of Georgia,

4 to 5 ft., 9/16 to 11/16-in.,

\$35.00 per 100.

5 to 6 ft., 11/16-in. up, \$45.00 per 100.

CONCORD GRAPE

2-yr., \$9.00 per 100, \$75.00 per 1000.

A post card will bring our list.

CLINGER NURSERY

Highway 71 West Rogers, Ark.

PEACH TREES

1-yr., 2 to 3 ft., 20c; 3 to 4 ft., 25c; 4 to 5

ft., 30c; 5 to 6 ft., 35c.

JUNE BUD IN 100 LOT.

2 to 3 ft., \$20.00; 18 to 24 ins., \$17.50; 12

to 18 ins., \$15.00; 10 to 12 ins., \$10.00.

Elberta, Belle of Georgia, Golden Jubilee,

Hiley, J. H. Hale, Halehaven.

JOPPA NURSERY CO.

Joppa, Ala.

JUNE BUD PEACHES, WHOLESALE LIST

Elberta, Redhaven, Indian, Fair,

Gem, Belle of Georgia, Halehaven, Golden

Jubilee, State and federal inspected.

2 to 3 ft., 15c; 18 to 24 ins., 10c.

12 to 18 ins., 8c; 6 to 12 ins., 5c.

If interested in June bud contract growing,

write.

JOHN SPURLIN NURSERY

Route 1 Amity, Ark.

THOMAS WALNUT

Thin-shell, grafted black Walnut.

Low prices for quality trees.

We are quantity growers.

A card will bring our list and low prices

on 4 to 5 and 5 to 6-ft. Peach trees.

CLINGER NURSERY

Highway 71 West Rogers, Ark.

FRUIT TREES, WHOLESALE LIST

Freight collect.

DORMANT BUD PEACH

Elberta, Golden Jubilee, Dixie Gem, Hale-

haven, Redhaven, Belle of Georgia, Indian.

2-YR. BRUCE PLUM

5/16 to 7/16-in., 15c; 7/16 to 9/16-in., 25c;

9/16 to 11/16-in., 35c; 11/16-in. up, 45c.

HIBBARD WILLIAMS NURSERY

Route 1 Amity, Ark.

PEACH TREES (Northern Ohio Grown)

Per 100

11/16 9/16 7/16 5/16

50c 45c 35c 25c

Belle of Georgia, Cumberland, Champion,

Dixie Red, Dixie Gem, Elberta, Fairhaven,

Golden Jubilee, Kale Haven, Redhaven,

Halehaven and South Haven.

FRENCH NURSERY CO., CLYDE, O.

Since 1863

FRUIT and NUT TREES—Continued

APPLE TREES		
	Each	100 lots
5 to 6 ft.	\$0.45	\$0.35
4 to 5 ft.	35	30
3 to 4 ft.	30	25
5 to 6 ft. 4 to 5 ft. 3 to 4 ft.	200	150
Yellow Delicious	90	200
Red Delicious	65	140
Double Red Delicious	50	100
1-yr. budded, fairly well branched. No charge for packing on your truck, otherwise at cost.		

PIGGOTT NURSERY CO.
Piggott, Ark.

SURPLUS FRUIT TREE LINERS
Apple trees, Red Delicious, Stayman Wine-sap and Mammoth Black Twig, 6 to 12 ins., 7½c; 12 to 18 ins., 12½c; 18 to 24 ins., 17½c; 2 to 3 ft., 22½c. Tied 25.
Peach trees, Elberta, Dixie Gem, Dixie Red, Cardinal, Coronet, Keystone, Golden Jubilee, J. H. Hale, 12 to 18 ins., 12½c. Tied 25.
Pear trees, Kieffer, whips only, tied 10; 2 to 3 ft., 35c; 3 to 4 ft., 45c; 4 to 5 ft., 55c. 2 per cent cash discount, February.

GLOBE NURSERIES
Box 249 McMinnville, Tenn.

GARDEN ROOTS

SPECIAL ON 2-YR. ASPARAGUS
Per 1000
Mary Washington, 2-yr., heavy bulk...\$15.00
Mary Washington, 2-yr., heavy bulk...\$15.00
Poly. bags 18.00
Priced F.O.B. Hannibal, Mo.
SIMS FRUIT & NURSERY FARMS
Scenic Highway 79 Hannibal, Mo.

CHIPMAN'S CANADA RED RHUBARB
These plants are No. 1 grade, true Chipman and in perfect condition, \$30.00 per 100, \$250.00 per 1000.
Inquire for large quantity prices.
Can ship immediately.
C. D. WRIGHT, HAMBURG, IA.
Chipman's Canada Red and MacDonald Red Rhubarb, good No. 1 divisions. Write for prices.
Chapman's Berry Farm, East Leroy, Mich.

GRAPEVINES

GRAPEVINES
Concord, 1-yr., No. 1 \$6.00 per 100, \$55.00 per 1000; 2-yr., No. 1 \$9.00 per 100, \$75.00 per 1000.

CLINGER NURSERY
Highway 71 West Rogers, Ark.

GRAPE CUTTINGS
Concord and Fredonia, cut by experienced workmen, from clean, healthy vineyard, largest in Oklahoma. Tied with wire, 100 to bunch, \$5.00 per 1000, F.O.B. here.
IDEAL FRUIT FARM, STILLWELL, OKLA.

GRASS

CERTIFIED MEYER Z-52 ZOYSIA GRASS
Producers of Meyer Z-52 Zoysia.
Superior lawn grass.
Fresh cut from our nursery.
\$50.00 per 1000, 2-in. plugs.
50 plug flats available for profitable retail display sales.
Packed 50 plugs per lightweight, waterproof cardboard flats.
Shipped 4 flats, \$10.00 per carton, F.O.B.
Planting instructions free.
Retail \$20.00 per carton.
Plugging tools available, \$1.50 each.
Express or parcel post.
MIAMI NURSERY CO.
Corner of State Rts. 25 and 71
Tipp City, O.

GROUND COVERS

GROUND COVERS
SPRING 1957 DELIVERY.
QUALITY AND QUANTITY FOR LARGE LANDSCAPE JOBS AND GARDEN SHOP SALES.

	Per 100	Per 1000
EUONYMUS fortunei (ACUTUS)		
1-yr. pots	\$12.50	\$110.00
2-yr. pots	15.00	140.00
EUONYMUS fortunei COLORATUS		
1-yr. pots	12.50	110.00
2-yr. pots	15.00	140.00
AJUGA REPTANS RUBRA		
1-yr. pots	15.00	125.00
(200 AT THE 1000 RATE)		

CUNNINGHAM GARDENS, INC.
Waldron, Ind.

HARDY PLANTS

Iberis sempervirens, hardy white Candy-tuft. Heavy flowered plants, \$12.50 per 100, \$115.00 per 1000, 250 at 1000 rate.
Fowler's Nursery, Raleigh, N. C.

GERBERAS, PRIZE-WINNING STOCK

	Per 100	Per 1000
Medium (duplex)	\$11.00	\$100.00
Large (duplex)	15.00	135.00
Jumbo (duplex)	25.00	225.00
FREE COLORED PHOTO.		
250 at 1000 rate, F.O.B. San Fernando.		
Selected duplex seed	\$8.50 per oz.	
Other fine perennials. Write for catalog.		

FEADER WHOLESALE NURSERIES
P. O. Box 428 San Fernando, Calif.

FEVERFEW, ALL-DOUBLE WHITE
100,000 early, outdoor, and-rooted, double, pure white, extra large; from long improved, carefully selected stock plants, \$2.50 per 100, \$18.00 per 1000. There's no risk to run when you select rooted cuttings from select stock!
E. F. DuBOISE NURSERY
Huntsville, Ala.

GAILLARDIA SUN GOD
Aristocrat of the flower garden; produces many solid golden flowers on long, graceful stems; cut flower or garden. Large field plants, \$3.00 per 100, \$25.00 per 1000.
E. F. DuBOISE NURSERY
Huntsville, Ala.

Japanese Iris (Kaempferi), blooming-size divisions from the finest Iris that grows; assorted colors, labeled, \$10.00 per 100.
Stokesia (perennial Aster), azure-blue; very hardy, \$10.00 per 100.
V. W. Wilson, R. 3, Box 184, Savannah, Ga.

IBERIS
Sempervirens and gibraltarica.
Large, 1-yr., field-grown.
\$12.50 per 100, \$110.00 per 1000.
WARD'S FANSY GARDENS
6028 Houston Rd. Macon, Ga.

HARDY FIELD-GROWN PERENNIALS
We specialize in new and unusual varieties. Send for our new wholesale list.
RIDENOUR'S FLOWER FARM
1024 W. Chicago Rd., Allen, Mich.

LYTHRUM MORDENS PINK
Per 100 Per 1000
1-yr., field-grown \$16.00 \$150.00
PLANE VIEW NURSERY
West Main Rd. Newport, R. I.

America's best source
for Hardy Plants in
THE WAYSIDE GARDENS
Mentor, Ohio
Write for Trade List.

MODERN HARDY PERENNIALS
New trade list now ready.
FLEMING'S FLOWER FIELDS
3100 Leighton Ave., Lincoln 3, Neb.

TOP-QUALITY PERENNIALS
Send for new spring 1957 trade list.
SPRINGBROOK GARDENS
Mentor, O.

WELLER'S BETTER PERENNIALS
WELLER NURSERIES CO., Holland, Mich.
Write for trade list.

HELLEBORUS

HELLEBORUS NIGER
(Christmas Rose)
Our own grown.
3-yr. transplants.
\$50.00 per 100.
\$450.00 per 1000.
C. HOOGENDOORN
Turner Rd. Newport, R. I.

HOLLY

LINING-OUT STOCK
AMERICAN HOLLY (ILEX OPACA)
Arden Joyce
Cardinal Manig
Clark Merry Christmas
Forage

Selected, heavy fruiters.
Males, \$45.00 per 100.
Femina, \$35.00 per 100.
Victory, \$65.00 per 100.
O. H. Berry, \$75.00 per 100.
ENGLISH HOLLY (AQUIFOLIUM)
Alicornis Pyramidalis
Integrifolia Robinson
Fox Lichthenthal
W. J. Rean Males, \$45.00 per 100.
Belgica Recurva
Donnington Smith

\$55.00 per 100.
Argenteo-marginata Ciliata major
Aureo-regina
\$65.00 per 100
CHINESE HOLLY
Cornuta, male and Pernyi, male
female and female
Burfordi
\$45.00 per 100.
Many other varieties.
Write for complete list.
WILMAT HOLLY CO.
302 State Rd. Gladwyne, Pa.

ILEX
Priced per 100 4 to 6 ins. 6 to 8 ins.
Ilex crenata rotundifolia ... 6c 8c
Ilex crenata convexa ... 6c ..
Transplanted, outdoor bed-grown.
R. F. PONDER
308 6th Ave., S. Lanett, Ala.

ILEX

All our Ilex are cutting-grown and well-established plants in 2½-in. pots. Packed for shipment in paper cups and waterproof paper in wire-bound crates.
ILEX OPACA HOWARDI
ILEX OPACA HUME
ILEX OPACA LAKE CITY
ILEX OPACA TABER
ILEX FOSTERI

\$18.00 per 100, \$160.00 per 1000.
ILEX C. BURFORDI
\$18.00 per 100, \$150.00 per 1000.
ILEX C. BURFORDI, 2-yr. stock, 2½-in. pot
\$20.00 per 100, \$170.00 per 1000.
ILEX CORNUTA FEMINA
\$18.00 per 100, \$160.00 per 1000.
ILEX CORNUTA FEMINA, 2-yr. stock, 2½-in. pot
\$20.00 per 100, \$180.00 per 1000.
ILEX VOMITORIA FEMINA (Yaupon)
\$18.00 per 100, \$160.00 per 1000.
OVERLOOK NURSERIES, INC.
R. 3, Box 428 Mobile, Ala.

HOLLY

Lining-out stock.
Spring, 1957 shipment.
Ilex convexa 2-yr., potted 25c
Ilex rotundifolia, 2-yr., field 25c
CONNER & AMOS, INC.
129 Old Dutch Rd.
Charleston, W. Va.

ILEX OPACA
SUPERIOR NAMED VARIETIES
WHOLE SUPPLIERS
OF LINING-OUT STOCK.
Write for price list.
HOLLY HAVEN, INC.
Box 75 New Lisbon, N. J.

ILEX CORNUTA BURFORDI
300 well-shaded, 4 to 5 ft.,
in the field, \$900.00.
B&B, F.O.B. \$1200.00.
SARAH W. HODGES, BOX 175, Clemson, S.C.

HONEYSUCKLES

SHEARED CHINESE HONEYSUCKLE
Lonicera chinensis atropurpurea, "Texas" or "Sneed's." Ideal for difficult situations. Full, compact heads.
8 to 12 ins. \$0.50
12 to 15 ins.55
15 to 24 ins. 1.00
Packed bare-root, in moss. Ready for landscape work, for canning. Shipped motor freight, F.O.B. here.
SARVEN NURSERY CO.
San Marcus, Calif.

HONEYSUCKLES
Lonicera japonica halliana, extra-heavy No. 1, 3 and 4-yr., 18 to 24-in. field-plants to 6 leads, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone: Or 2-4612.
ROBINSON NURSERY CO., Greenville, Ga.

IVIES

BALTIC IVY
Hardest Ivy. Fine for wall or ground cover. True stock. Well rooted plants, 8 to 12-in. vines Per 100 Per 1000
2-in. pots \$12.00 \$110.00
2½-in. pots, branched 20.00 190.00
Delivery now or later.
STRATFORD GARDENS
Russell Breece, Mtd. Rt. 9 Delaware, O.

English Ivy, rooted cuttings with runners; open field-grown, \$50.00 per 1000.
Mountville Nurseries, Mountville, Ga.

LINING-OUT STOCK

LINING-OUT STOCK
Per 1000
ACER SACCHARUM (Sugar Maple) \$15.00
ACER RUBRUM (Red Maple) 15.00
12 to 18-in. seedlings 15.00
CERCIS CANADENSIS (Redbud) 12.50
6 to 12-in. seedlings 25.00
LIQUIDAMBAR (Sweet Gum) 25.00
12 to 18-in. seedlings 15.00
LIRIODENDRON TULIPIFERA (Tulip Tree) 15.00
6 to 12-in. seedlings 20.00
FAGUS AMERICANA (American Beech) 20.00
OXYDENDRON ARBOREUM (Sorrel Tree) 20.00
6 to 12-in. seedlings 35.00
ILEX OPACA (American Holly) 35.00
4 to 6-in. seedlings 30.00
KALMIA LATIFOLIA (Mountain Laurel) 30.00
6 to 9-in. seedlings 20.00
JUNIPERUS VIRGINIANA (Red Cedar) 20.00
6 to 9-in. seedlings 30.00
TILIA AMERICANA (American Linden) 30.00
12 to 18-in. seedlings 15.00
HALL'S HONEYSUCKLE
6 to 12-in. seedlings 15.00
VINCA MINOR (Myrtle vine)
Medium liners 10.00
We refer you to our ad on page 70 for shade trees.
O. H. PERRY NURSERY CO.
Box 545 McMinnville, Tenn.

LINING-OUT LIST PRICES SUBJECT TO CHANGE WITHOUT NOTICE.

ALL POTTED LINERS ON THIS LIST ARE PRICED FOR SHIPMENT IN PAPER POTS OR CUPS, THOSE WHO PREFER THE ORDINARY METHOD OF PACKING, OMITTING THIS ADDED PROTECTION, MAY DEDUCT 10 PER PLANT. THE 1000 RATE APPLIES ON ALL ORDERS THEREFORE, PLEASE ORDER IN MULTIPLES OF 25 OR MORE.

EACH, PER 1000

BIOTA AUREA NANA (Berckmans)	20.20
2 1/2-in. pots	22
BIOTA AUREA PYRAMIDALIS	
COMPACTA	
2 1/2-in. pots	18
2 1/2-in. pots	20
BIOTA BAKERI	16
2 1/2-in. pots	17
BIOTA BONITA	
2 1/2-in. pots	16
2 1/2-in. pots	17
BIOTA SHYLLI	
2 1/2-in. pots	18
2 1/2-in. pots	20
BIOTA DEODARA	
6x8-in. seedlings	10
2 1/2-in. pots	15
2 1/2-in. pots	17
CHAMAECYPARIS LAWSONIANA	
ALLUMI (Blue Lawson Cypress)	
2 1/2-in. pots	18
JUNIPERUS CHINENSIS PFITZERIANA	
Rooted cuttings	10
2 1/2-in. pots	16
2 1/2-in. pots	17
JUNIPERUS CHINENSIS PFITZERIANA NANA	
2 1/2-in. pots	20
2 1/2-in. pots	25
JUNIPERUS CHINENSIS FORTUNEI	
2 1/2-in. pots	12
JUNIPERUS CHINENSIS VIRIDIFOLIA	
2 1/2-in. pots	22 1/2
JUNIPERUS COMMUNIS CRACOVIA (Polish Juniper)	
2 1/2-in. pots	15
JUNIPERUS COMMUNIS KIYONOI	
2 1/2-in. pots	12
JUNIPERUS HIBERNICA FASTIGIATA	
2 1/2-in. pots	15
JUNIPERUS HORIZONTALIS	
PLUMOSA (Andorra Juniper)	
2 1/2-in. pots	17
JUNIPERUS JAPONICA PROCUMBENS	
2 1/2-in. pots	18
JUNIPERUS JAPONICA VIRGINALIS	
2 1/2-in. pots	20
JUNIPERUS VIRGINIANA KETELERII	
2 1/2-in. pots	20
2 1/2-in. pots	25
TAXUS CUSPIDATA	
2 1/2-in. pots	17
3-in. pots	20
TAXUS CUSPIDATA CAPITATA	
2 1/2-in. pots	18
AZALEA CHRISTMAS CHEER	
2 1/2-in. pots	15
ABELIA GRANDIFLORA	
2 1/2-in. pots	14
2 1/2-in. pots	16
BUXUS SEMPERVIRENS CRONI	
2 1/2-in. pots	20
2 1/2-in. pots	22 1/2
BUXUS JAPONICA	
6x8-in. TTT, field-grown	22 1/2
3-in. pots	25
CAMELLIA SASANQUA (Dawn)	
2 1/2-in. pots	16
CAMELLIA SASANQUA MAIDEN'S BLUSH	
2 1/2-in. pots	16
2 1/2-in. pots	18
ELEAGNUS FRUTLANDI	
2 1/2-in. pots	17
EUNYMIUS MICROPHYLLA	
PULCHELLA (dwarf)	
2 1/2-in. pots	16
2 1/2-in. pots	17
6x8-in. TTT, field-grown	30
EUNYMIUS PATENS, large leaf	
2 1/2-in. pots	16
2 1/2-in. pots	17
EUNYMIUS RADICANS ERECTA	
2 1/2-in. pots	16
EUNYMIUS RADICANS VEGETUS	
2 1/2-in. pots	17
GARDENIA FORTUNEI	
2 1/2-in. pots	16
2 1/2-in. pots	17
GARDENIA RADICANS	
2 1/2-in. pots	16
HEX CRENATA ROTUNDIFOLIA	
2 1/2-in. pots	16
2 1/2-in. pots	17
HEX CORNUTA BURFORDI	
2 1/2-in. pots	12
2 1/2-in. pots	16
2 1/2-in. pots	17
3-in. pots	25
HEX CORNUTA FEMINA	
2 1/2-in. pots	18
2 1/2-in. pots	20
3-in. pots	25
HEX CORNUTA FEMINA, spreading type	
2 1/2-in. pots	20
HEX CORNUTA, seedlings	
2 1/2-in. pots	16
2 1/2-in. pots	17

(Continued in next column)

(Continued from previous column)

HEX CORNUTA, male	20
HEX OPACA EAST PALATKA	18
2 1/2-in. pots	20
HEX OPACA FEMINA	30
2 1/2-in. pots	18
ILICUM ANISATUM	20
2 1/2-in. pots	15
JASMINUM FLORIDUM	10
Rooted cuttings	15
LAUROCERASUS CAROLINIANA (Cherry Laurel)	12
2 1/2-in. pots	15
LIGSTRUM JAPONICUM	05
4x6-in. seedlings	15
2 1/2-in. pots	16
MAGNOLIA GRANDIFLORA	16
2 1/2-in. seedlings	25
MAHONIA BEALEI	10
3-in. pots	12
NANDINA DOMESTICA	16
2 1/2-in. pots	20
2 1/2-in. pots	12
OSMANTHUS AQUIFOLIUM	20
2 1/2-in. pots	16
PHOTINIA SERRULATA	20
2 1/2-in. pots	16
PITTIOSPORUM TOBIRA	17
2 1/2-in. pots	18
PODOCARPUS MACROPHYLLA	17
2 1/2-in. pots	18
2 1/2-in. pots	20
PYRACANTHA BELLI	18
2 1/2-in. pots	20
PYRACANTHA COCCINEA LALANDI	16
2 1/2-in. pots	18
2 1/2-in. pots	16
PYRACANTHA YUNNANENSIS	18
2 1/2-in. pots	16
TEUCRIUM CHAMADRYX (Dwarf perennial for borders)	15
2 1/2-in. pots	25
6x8-in. TTT, field-grown	20
ACER PALMATUM ATROPURPUREUM	25
2 1/2-in. pots	35
2 1/2-in. pots	16
3-in. pots	16
HERBERIS THUNBERGI	16
ATROPURPUREUM	03
CORNUS FLORIDA	04
6x8-in. seedlings	15
2 1/2-in. pots	16
2 1/2-in. pots	15
2 1/2-in. pots	18
2 1/2-in. pots	30
MAGNOLIA SOULANGEANA	30
ALBA SUPERRA	35
2 1/2-in. pots	30
MAGNOLIA SOULANGEANA AMABILIS	30
2 1/2-in. pots	38
MAGNOLIA SOULANGEANA NIGRA	35
2 1/2-in. pots	14
MAGNOLIA STELLATA	12
2 1/2-in. pots	16
SPHAEREA ANTHONY WATERER	12
2 1/2-in. pots	16
2 1/2-in. pots	12
SPECIAL NOTICE: ITEMS MARKED BY ASTERISK (*) DELIVERY LATE SPRING 1957. ALL ITEMS NOT SO MARKED READY FOR IMMEDIATE SHIPMENT OR LATER TO SUIT CUSTOMERS' REQUIREMENTS. T. G. OWEN & SONS, INC. Columbus, Miss.	

1-YEAR REDDED-OUT STOCK

Per 100 Per 1000	
Hex bullata	\$20.00 \$180.00
rotundifolia	20.00 180.00
crenata	20.00 180.00
hetzi	20.00 180.00
Juniperus pfitzeriana	20.00 180.00
hetzi	20.00 180.00
Magnolia soulangeana	75.00
2-yr. beds	75.00
soulange nigr, 2-yr. beds	75.00
rustica rubra, 2-yr. beds	75.00
stellata, 2-yr. beds	75.00
Taxus andersoni	20.00 175.00
hicki	17.50 150.00
hattedi	17.50 150.00
browni	17.50 150.00
wardi	20.00 175.00
cuspidata	17.50 150.00
intermedia	17.50 150.00
Vermeulen	17.50 150.00
capitata, cutting-grown	25.00
brevifolia	17.50
capitata, 2-yr. w. edg.	10.00 90.00
ROOTED CUTTINGS FROM SAND	
Ready May.	
Per 100 Per 1000	
Buxus arborecens	\$ 6.00 \$ 50.00
Juniperus pfitzeriana	11.00 100.00
hetzi	11.00 100.00
Hex hetzi	10.00 80.00
rotundifolia	10.00 80.00
convexa	10.00 80.00
helleri	10.00 80.00
Taxus andersoni	11.00 100.00
cuspidata	10.00 80.00

(Continued in next column)

(Continued from previous column)

hicki	10.00 80.00
browni	11.00 100.00
wardi	11.00 100.00
brevifolia	15.00 125.00
capitata, leaders	15.00 125.00
intermedia	11.00 100.00
hattedi	11.00 100.00
canadensis stricta	11.00 100.00
humbewelliana	11.00 100.00
Adams	15.00 125.00
Vermeulen	11.00 100.00
cuspidata nana	11.00 100.00
repandens	11.00 100.00
Moon's Columnar	11.00 100.00
SPECIAL PRICE ON LARGE QUANTITY	
SEEDLINGS AND TRANSPLANTS	
Per 100 Per 1000	
Abies Douglas, 2-yr.	\$ 4.00 \$ 35.00
3-yr.	6.00 50.00
Acer palmatum, 1-yr.	6.00 50.00
Cornus florida, 1-yr.	6.00 50.00
No. 2, 1-yr.	5.00 40.00
2-yr., transplanted	15.00 125.00
Eunymus alatus, 2-yr.	6.00 50.00
alatus compactus, 2-yr.	6.00 50.00
Hex crenata, 2-yr.	7.00 60.00
Picea excelsa, 3-yr.	3.50 30.00
pungens, 3-yr.	5.00 40.00
Pinus austr., 2-yr.	7.00 60.00
densiflora, 2-yr.	6.00 50.00
mughus, 2-yr.	5.50 50.00
resinosa, 2-yr.	6.00 50.00
Sylvestria, 2-yr.	3.50 30.00
strobos, 2-yr.	4.50 40.00
Syringa vulgaris, 2-yr.	4.00 30.00
Taxus capitata, 1-yr. S.	5.00 40.00
transplanted, 1-yr. S.	6.00 50.00
2-yr. S.	10.00 90.00
transplanted, 2-yr. S.	10.00 90.00
Tsuga canadensis, 2-yr.	9.00 80.00
transplanted, 4 to 6 ins.	9.00 80.00
3-yr., transpl. 6 to 9 ins.	16.00 150.00
Viburnum wrighti, 1-yr. S.	10.00 90.00
theiferum, 1-yr. S.	10.00 90.00
POT-GROWN GRAFTS, May shipment.	
Per 100	
Acer polymorphum atrop.	\$ 75.00
dissectum atrop.	75.00
Abies nobilis glauca	100.00
pinapo glauca	100.00
Carpinus fastigiata	80.00
Cornus florida rubra	85.00
florida rubra proserp.	85.00
florida fl. plena	60.00
florida velchi var.	65.00
florida fl. pendula	60.00
florida kousa chinensis	80.00
florida kousa speciosa	80.00
Hamelia mollis	60.00
Fagus sylvatica riversi	60.00
sylvatica heterophylla	60.00
sylvatica pendula	60.00
sylvatica fastigiata	60.00
sylvatica tricolor	75.00
Picea moenchii	100.00
Magnolia lenni	75.00
stellata	75.00
stellata rubra	75.00
stellata Waterlily	75.00
parviflora	75.00
Pinus strobus nana	60.00
strobos fastigiata	60.00
strobos pendula	60.00
cembroides	60.00
parviflora glauca	60.00
wateriana glauca	60.00
caroliniana	60.00
Retinospora obt. crispif.	50.00
obt. gracilis	50.00
Viburnum carlesii	50.00
juddi	50.00
barkwoodi	50.00
HEAVY, FIELD-GROWN, BARE-ROOT, SALABLE STOCK.	
Per 100	
Acer polymorphum atrop.	\$300.00
12 to 15 ins.	400.00
15 to 18 ins.	500.00
Franklinia alatanahua, 2 to 3 ft.	250.00
Viburnum theiferum, 18 to 24 ins.	60.00
Complete wholesale list on request.	
VERKADE'S NURSERIES, Wayne, N. J.	
LINING-OUT STOCK FOR SPRING DELIVERY PER 1000	
ACER SACCHARUM (SUGAR MAPLE)	
200,000 seedlings, 6 to 12 ins.	\$15.00
200,000 seedlings, 12 to 18 ins.	20.00
LIRIODENDRON TULIPIFERA	
200,000 seedlings, 6 to 12 ins.	15.00
100,000 seedlings, 12 to 18 ins.	20.00
TILIA AMERICANA	
50,000 seedlings, 6 to 12 ins.	15.00
50,000 seedlings, 12 to 18 ins.	20.00
HEX OPACA (AMERICAN HOLLY)	
500,000 seedlings, 3 to 6 ins.	12.00
200,000 seedlings, 6 to 12 ins.	15.00
KALMIA LATIFOLIA (MT. LAUREL)	
200,000 3 to 6 ins.	10.00
200,000 6 to 12 ins.	15.00
LONICERA JAPONICA (HALL'S HONEYUCKLE)	
500,000 liners	8.00
CERCIS CANADENSIS (REDBUD)	
200,000 seedlings, 6 to 12 ins.	12.00
200,000 seedlings, 12 to 18 ins.	15.00
100,000 seedlings, 18 to 36 ins.	20.00
NOLERIDGE NURSERIES	
P. O. Box 26	McMinnville, Tenn.
DAVIDA INVOLUCRATA	
Good seedlings ready for container plant- ing; average 12 ins. \$2.00 each	
THORNHILL NURSERY	
6250 Thornhill Drive	Oakland 11, Calif.

LINING-OUT STOCK—Continued

EVERGREENS	
Andorra Juniper, 6 to 10 ins.	
bare-root	\$0.06
*Andorra Juniper, 6 to 10-in. bands	14½
bare-root	.07
Dwarf Pfitzer (nana) Juniper	
(Armstrong), 6 to 8-in. bands	.20
Pfitzer Juniper, 6 to 8-in. bands	14½
Pfitzer Juniper, 8 to 10-in. bands	.20
*Savin Juniper, 6 to 10 ins., bare-root	.06
Von Ehron Juniper, 8 to 10 ins.	
bare-root	.06
*Heckmann's Golden Arb., 5 to 6-in. bands	.20
Anderson's Yew (spreading), 4 to 8 ins., bare-root	.10
Spreading Japanese Yew, 6 to 8-in. bands	.20
DECIDUOUS, BARE-ROOT	
Blue Spiraea (Caryopteris), 8 to 12 ins.	.03½
Buddleias, best blue; 6 to 10 ins.	.06
Buddleias, best red; 6 to 10 ins.	.06
Buddleia Snowbank, 6 to 10 ins.	.06
Blue-leaved Arctic Willow, 6 to 8 ins.	.05
Chinese Privet, Wayside Gardens strain, 6 to 10 ins.	.03½
Forsythia Arnold's Giant, new dwarf, 4 to 5 ins.	.10
Forsythia Lynwood Gold, 6 to 10 ins.	.06
Forsythia Spring Glory, 6 to 10 ins.	.04
Hypericum Hidcote, 4 to 6 ins.	.08
Spiraea Froebel, 4 to 5 ins.	.03½
Viburnum tomentosum, 4 to 6 ins.	.08
Weigela Eva Rathke, 4 to 6 ins.	.06
Weigela vaniceki, 4 to 6 ins.	.06

BROADLEAFS	
Euonymus coloratus, 6 to 10 ins.	.03½
Euonymus patens, small, medium or large-leaved, 6 to 10 ins.	.04
Euonymus patens Newport (no berries), 6 to 8 ins.	.08
Pyracantha lalandi, 5 to 6 ins.	.05
Pyracantha Kusan, 5 to 6 ins.	.12
Purple-leaved Honeysuckle vine, 5 to 6 ins.	.05
Variegated-leaved Honeysuckle vine, 4 to 5 ins.	.06
Euonymus radicans, upright (Sarcocoe), 4 to 6 ins.	.08
PERENNIALS	
Lavandula vera	.04
Lyrthum Morden Pink	.05
Phlox subulata Emerald Blue	.03½
Phlox subulata Emerald Pink	.03½
Phlox subulata, best pink	.03½
Teucrium chamaedrys	.04
Less than total order add 2c per plant.	
Starred varieties ready in spring. All others any time. Book your order for spring.	

McININCH GREENHOUSES

St. Joseph, Mo.

LINING-OUT STOCK	
Cutting-grown transplants.	
	6-8 ins. 8-12 12-18
Elaeagnus pungens	\$0.12½ \$0.15 \$0.17½
Elaeagnus fruitlandi	.12½ .15 .17½
Euonymus patens	.10 .12½ .15
Feljoa sellowiana	.10 .12½ .15
Gardenia florida	.10 .12½ .15
Gardenia fortunei	.10 .12½ .15
Gardenia Hadley	.10 .12½ .15
Gardenia radican	.10 .12½ .15
Gardenia veitchi	.10 .12½ .15
Hex cornuta burfordi	.10 .12½ .15
Hex cornuta femina	.10 .12½ .15
Hex microphylla	.10 .12½ .15
Hex rotundifolia	.12½ .15 .17½
Jasminum floridum	.10 .12½ .15
Jasminum primulinum	.10 .12½ .15
Ligustrum lucidum	.10 .12½ .15
Ligustrum repandens	.10 .12½ .15
Magnolia fuscata	.12½ .15 .17½
Photinia glabra	.10 .12½ .15
Pittosporum	.12½ .15 .17½
Pyracantha formosana	.10 .12½ .15
Viburnum odoratissimum	.10 .12½ .15
Podocarpus sinensis	.12½ .15 .17½

CAMELLIA SASANQUA

LINING-OUT SIZES	
	6 to 8 ins. 8-12 12-18 18-24
Annette	\$0.15 \$0.17½ \$0.20 \$0.25
Cinderella	.15 .17½ .20 .25
Cleopatra	.15 .17½ .20 .25
Mine-no-yuki	.15 .17½ .20 .25
Rosea	.15 .17½ .20 .25
Setsugekka	.15 .17½ .20 .25
Shishifukujin	.15 .17½ .20 .25
Daydream	.15 .17½ .20 .25
Papavera	.15 .17½ .20 .25
Oleifera	.15 .17½ .20 .25
Hinode-gumo	.15 .17½ .20 .25
Beni Kantsubaki	.25 .35 .45 .55
Pink Snow	.25 .35 .45 .55

SEMME'S NURSERIES, INC.

Semmes, Ala.

LINING-OUT STOCK	
	Per 100 Per 1000
Hex glabra, heavy, 2-yr. transplants	\$40.00 \$350.00
Hex rotundifolia, strong 2-yr. transplants, 6 to 8 ins.	40.00 350.00
Viburnum carles, 2-yr. seedlings, 8 to 12 ins.	30.00 250.00
Strong 4-yr. transplants, 15 to 18 ins., branched, field rows, suitable for mail order	75.00 600.00

C. HOOGEENDOORN

Turner Rd., Newport, R. I.

LINERS, ALL IN 2½-IN. POTS

Baker Arborvitae	20c
Bluespire Arborvitae	20c
Goldcone Arborvitae	20c
Bonita Arborvitae	20c
Goldspire Arborvitae	20c
Bluecone Arborvitae	20c
Excelsa Arborvitae	20c
Hetz Juniper	19c
Irish Juniper	15c
Kiyono Juniper	15c
Procambens Juniper	20c
Sylvestria Juniper	17c
Vase-shape Juniper	17c
Cornuta Holly	18c
Burford Holly	18c
Japanese Holly	19c
Hex crenata bullata	19c
Vaupon Holly (cuttings)	18c
Boxwood, sempervirens	19c
Euonymus pietus	17c
Florida Jasmine	17c
Parker's Jasmine	20c
Nandinas	17c
Golden Honeysuckle	17c
Purple Honeysuckle	17c
Yunnan Honeysuckle	17c
Red Pyracantha (extra large)	19c
Orange Pyracantha	19c

Mimosas, seedlings, br. \$50.00 per 1000.
 Less 10 per cent cash discount.
 Each plant is shipped in paper cup, packed 100 per carton; 20 lbs. per 100. No charge for packing.

VERHALEN NURSERY CO.

Scottsville, Tex.

LINING-OUT STOCK	
	Each, 1000
ACER saccharinum.	
1-yr. layers, 3 to 4 ft.	\$0.50
1-yr. layers, 4 to 5 ft.	.55
transpl., layers, 5 to 6 ft.	.75
ACER Faasens Black.	
1-yr. whips, 4 to 5 ft.	1.05
1-yr. whips, 5 to 6 ft.	1.25
1-yr. whips, 6 to 7 ft.	1.40
ROBINIA bessoniana, 1-yr. grafts, 2 to 3 ft.	.40
(Thornless Honey Locust)	
2-yr. grafts, 3 to 4 ft.	.70
2-yr. grafts, 5 to 6 ft.	.95
TILIA platyphyllos, layers, 2 to 4 ft.	.55
(European Linden), transpl., layers.	.90
4 to 5 ft.	.90
F.O.B. New Jersey. Packing at cost.	.30
per cent discount for cash with order.	250
take 1000 rate. Minimum order \$100.00.	

HOLLAND NURSERY PRODUCTS

P. O. Box 339, Madison Square Station

New York 10, N. Y.

LINING-OUT STOCK	
Cutting-grown transplants.	
	6-8 ins. 8-12 12-18
Abelia grandiflora (field-grown)	\$10.00 \$15.00 \$25.00
Buxus harlandi	12.50
4 to 6 ins., \$10.00	
Gardenia Mystery	12.50 15.00
Gardenia radicans	12.50
Gardenia striata nana	10.00 12.50 15.00
Hex opaca fosteri	15.00 17.50 22.50
Hex opaca howardii	15.00 20.00
Hex crenata rotundifolia	12.50
4 to 6 ins., \$10.00	
Ligustrum lucidum	10.00 12.50
Magnolia grandiflora	10.00 17.50
Magnolia soulangeana	25.00
Spiraea reevesiana (field-grown)	20.00
Camellia sasanqua rosea	20.00

STEPHENS NURSERIES

Semmes, Ala.

POTTED LINERS	
	Per 100
Ardisia crenulata	\$20.00
Hex cornuta burfordi, 6 to 8 ins.	12.50
8 to 12 ins.	15.00
Hex crenata helleri, 6 to 8 ins.	17.50
Hex opaca East Palatka, 8 to 12 ins.	20.00
Hex opaca femina, 8 to 12 ins.	20.00
Juniperus glauca hetzi, 8 to 12 ins.	17.50
Magnolia fuscata, 3-in. pots, 8 to 12 ins.	15.00
Osmanthus fortunei, 8 to 12 ins.	15.00
12 to 18 ins.	17.50
Osmanthus fragrans, 8 to 12 ins.	15.00
Pyracantha, early red; 8 to 12 ins.	17.50
Pyracantha graberi, 8 to 12 ins.	17.50
Pyracantha lalandi, 8 to 12 ins.	17.50

We also have a fine stock of Camellia japonica and Camellia sasanqua in pots. Varieties and prices furnished upon request. Write for our wholesale catalog.

COTTAGE HILL NURSERY

4000 Japonica Lane, Mobile, Ala.

EXTRA FINE LINERS	
	Per 100 Per 1000
Euonymus radicans, 2-yr., 2½-in. pots	\$20.00 \$150.00
Euonymus radicans, 2-yr., 2½-in. pots	20.00 175.00
Spiraea Anthony Waterer, 2½-in. pots	15.00 125.00
Honey Locust, thornless, 2-yr. seedlings	
8 to 12 ins.	3.50 30.00
12 to 18 ins.	4.50 40.00
18 to 24 ins.	5.50 50.00
Thuja orientalis, 3-yr. transplants	10.00 75.00

BORK NURSERY

Onarga, Ill.

Phone AM 8-7267

American Holly, grown from cuttings, not guaranteed, female or male, bed-grown, 1-yr. old, 4 to 6 ins., 1½¢; 6 to 10 ins., 2¢. Euonymus alatus compactus, large, heavily rooted cuttings, rooted in soil since June 1956, 8¢. Mahonia bealei, strong 1-yr. seedlings growing in outside beds. Just right for potting, 6¢. Leather-leaved Viburnum, cuttings rooted outside in soil since June 1956, 10¢. Pfitzer Juniper, rooted cuttings, 1-yr. old sheared 3 or 4 times to make a stubby 6 or 7-in. plant of real quality, 10¢. Mentor Barbary, rooted cuttings, beautiful roots, in soil since July 1956, 7¢. Rotundifolia Holly, extra large rooted cuttings, in outside beds since July 1956, 7¢. Jasminum, floridum and nudiflorum, bed-grown liners, 10¢. Write for complete list. Phytotek, Highway 64, Winchester, Tenn.

LINING-OUT STOCK

	Per 100	Per 1000
Acer platanoides, 1-yr. seedlings	\$ 7.00	\$60.00
Azalea hinodagiri, 2-yr., T. beds, 4 to 6 ins.	50.00	450.00
Cydonia japonica, 1-yr. seedlings	4.50	35.00
Cydonia japonica, 2-yr., T. fr., 6 to 9 ins.	10.00	90.00
Gleditsia triacanthos, 1-yr. seedlings	7.50	70.00
Koeleruteria paniculata, 1-yr. seedlings	7.50	70.00
Viburnum dilatatum, 2-yr., T. fr., 6 to 9 ins.	25.00	200.00
Zelkova serrata (subs. for American Elm), 1-yr., 8, 6 to 9 ins. (not subject to Dutch Elm disease).	15.00	120.00

BOULEVARD NURSERIES

Newport, R. I.

LINING-OUT STOCK

	Per 100	Per 1000
Aronia arbutifolia brilliantissima, 1-yr. seedlings, 12 to 18 ins.	\$10.00	\$90.00
1-yr. seedlings, 8 to 12 ins.	8.00	75.00
Deutzia gracilis, 6 to 8 ins.	8.00	75.00
4 to 6 ins.	6.00	50.00
Euonymus coloratus, rooted cuttings	8.00	75.00
Euonymus vegetus, rooted cuttings	8.00	75.00
Pieris japonica, 4 to 6 ins., T. peat ball	20.00	175.00
2 to 3 ins., T.	8.00	75.00
Forsythia Spring Glory, liners, 8 to 12 ins.	10.00	90.00
liners, 4 to 6 ins.	6.00	50.00

PLANE VIEW NURSERY

West Main Rd., Newport, R. I.

LINING-OUT SHRUBS

	Per 1000
DEUTZIA GRACILIS, 6-in. transplants	\$100.00
DEUTZIA GRACILIS ROSEA, 6 to 12-in. transplants	100.00
VIBURNUM STERILE, 4 to 6-in. transplants	100.00
VIBURNUM TOMENTOSUM, 12 to 18-in. transplants, 2-yr.	150.00
VIBURNUM TOMENTOSUM, 10 to 12-in. transplants	120.00
WEIGELA, VARIEGATED-LEAVED, 6 to 12-in. transplants	100.00

L. P. BRICK NURSERIES

Painesville, O.

EVERGREEN LINERS

	Per 100
Junipers	
Pfitzer, 4-yr., XX, heavy, sheared, 12 to 15 ins.	\$55.00
Pfitzer, 3-yr., XX, 9 to 12 ins.	40.00
Von Ehron, XX, heavy, 12 to 15 ins.	55.00

EUROPEAN WHITE BIRCH LINERS

	Per 100
2 to 3 ft.	\$15.00
3 to 4 ft.	25.00
4 to 5 ft.	40.00

These are fine for sales lots. Deduct 10 per cent for cash with order.

DAMASCUS NURSERIES

Damascus, O.

FINER LINERS

OF ORNAMENTAL ARISTOCRATS
 The best is always a bargain. Our liners are FINER LINERS because of our generations of experience. Let us send you our new spring, 1957 catalog which lists seeds to field-grown transplants and specimen ornamentals. Come see us if you can.

JOHN VERMEULEN & SON, INC.

Phone FOXcroft 9-5211

Neaniche Station, N. J.

LINING-OUT STOCK

	Per 100
Spiraea Anthony Waterer, transplants, 6 to 8 ins.	\$15.00
Viburnum lantana, 2-yr., 6 to 8 ins.	10.00

JOHN BOS NURSERY, CLYDE, O.

MAPLES

ACER SACCHARUM (SUGAR MAPLE)
 100,000 collected seedlings, 6 to 8 ins., \$25.00 per 1000; 18 to 24 ins., \$40.00. These are well-rooted and guaranteed to reach you in good condition. Write for free samples. RATHBUN NURSERY (Lyle Rathbun, Owner) Route 5 Coldwater, Mich.

NORWAY MAPLE

Straight trunks. Fine heads. Very fibrous roots.

6 to 8 ft.	10-49	50-250
8 to 10 ft.	3.00	\$2.50
10 to 12 ft.	4.40	3.50
12 to 14 ft.	6.00	5.00
14 to 16 ft.	8.50	7.00
16 to 18 ft.	11.00	9.00

PRINCETON NURSERIES

Princeton, N. J.

JAPANESE RED MAPLE

The best dark red seedlings.
2-yr. transplants for field planting.
Sturdy, well-branched transplants of 2 and 4-yr. pots, for immediate resale.

HURDIS NURSERIES

Route 130 Riverton, N. J.

500 SILVER MAPLE

Nursery-grown transplants, 6 to 9 ft., \$10.00 per 100, \$50.00 per 1000. Trees are well-rooted, branched and straight, excellent for lining-out or sales yard.

AMMON NURSERY

Phone ATlantic 3-1607 Florence, Ky.

MAPLES

Sugar and Norway Maples, 8 to 10 and 10 to 12 ft. Nice trees, priced right. Send for spring list of specimen ornamentals, and liners of broadleaf evergreens and Azaleas.

THE TANKARD NURSERIES

Exmore, Va.

COLLECTED ACER

RUBRUM AND SACCHARINUM, from whips to 4-in. caliper.
CURTIS NURSERIES, INC.
Callicoon, N. Y.

MAGNOLIAS

MAGNOLIAS

Liners: Nigra, soulangiana, liliiflora.
8 to 12 ins. \$25.00 per 100
12 to 18 ins. 30.00 per 100
B&B or bare-root; Nigra, soulangiana,
2 to 3 ft. \$1.30 each
2 to 4 ft. 1.60 each
No extra charge for packing liners and bare-root plants. Add \$1.00 per plant for B&B plants that have to be crated for shipping.

Write us about truckload lots F.O.B. our nurseries.

FLOWERWOOD NURSERY, INC.

Loxley, Ala.

MAGNOLIA GRANDIFLORA

2 1/2-in. pots, priced in spring, 4 to 8 ins. high, \$15.00 per 100. Shipped in clay pots unless instructed to remove. \$140.00 per 1000 here, you pick up. In gallon cans, 18 ins. to 2 ft. high, not heavy in leaf, excellent item for large cans or field, 60c each; no shipping this item. Many sizes in field. B&B. Interested in outstanding specimen trees. Cash and no charge for packing.

HARWELL NURSERY, VAN BUREN, ARK.

PACHYSANDRAS

PACHYSANDRAS

Strong rooted cuttings, \$4.25 per 100, \$40.00 per 1000.

DUNWOODIE NURSERIES

6 Smart Ave. Yonkers, N. Y.

PACHYSANDRAS

Out of 2-in. pots, \$12.00 per 100, \$100.00 per 1000. F.O.B. Elizabeth, N. J.

DELAWARE VALLEY NURSERY

948 N. Broad St. Elizabeth, N. J.

PACHYSANDRA TERMINALIS

Strong 1-yr., field-grown, \$65.00 per 1000.

HILLCREST GREENHOUSES, Franklin, Pa.

PANSIES

PANSY PLANTS

Steele's Mastodon Jumbos.
Stocky, selected plants, \$15.00 per 1000; transplants, in bud and bloom, bushy, heavy rooted, \$4.00 per 100, postpaid, \$20.00 per 1000, express collect. 500 at 1000 rate.

WARD'S PANSY GARDENS

628 Houston Rd. Macon, Ga.

PEONIES

TREE PEONIES

ATHA GARDENS, West Liberty, O.

PIERIS

PIERIS JAPONICA

(Andromeda)

3-yr. liners, TTT	Per 100	Per 1000
2-yr. peat bed, 6 to 8 ins., TT	30.00	250.00
2-yr. peat bed, 4 to 6 ins., TT	20.00	175.00
1-yr. branched, T	10.00	90.00

ECKHART NURSERIES

16 Toppa Blvd. Newport, R. I.

PIERIS JAPONICA (ANDROMEDA)

1-yr., T, 2 to 3 ins.	Per 100	Per 1000
Seedlings, 1 to 2 ins.	6.00	50.00

PLANE VIEW NURSERY

West Rd. Newport, R. I.

PHLOX

PHLOX SCUBULATA (CREEPING PHLOX)

Admiration, cameo-pink with white eye
Alba, pure white flowers
Astro, deep orchid-rose
Atropurpurea, wine-red
Blue Hill, attractive medium blue
Butterfly, lilac blue, showy purple eye
Crimson Beauty, brilliant cyclamen-red
Red Wing, large glowing red flowers
Sensation, bright pink with red eye

Transplants, from field rows, \$9.50 per 100, \$90.00 per 1000, prepaid.

Liners, \$5.00 per 100, \$45.00 per 1000, prepaid.

250 or more of one variety at 1000 rate.
Carefully packed to insure safe arrival and each variety labeled. All transportation charges prepaid by us. Cash, please.

TANGLEWOOD FARM

Box 336-N Clinton, S. C.

PRIVET

GENUINE AMUR RIVER NORTH

PRIVET CUTTINGS

Wood cut from proved "mother blocks," not just mediocre trimmings from old hedges. All hand sorted; same high grade as we plant. Our Privet cuttings grow into pretty dollars for you. Lots of 5000 or more, \$3.00 per 1000. Cash, packing free. Order immediately, shipped when wanted.

ALTA VISTA NURSERIES

R. F. D. 3 Davenport, Ia.

Amur River North Privet, well-branched.
18 to 24 ins. \$3.00 per 100, \$25.00 per 1000
2 to 3 ft. 4.00 per 100, 30.00 per 1000
3 to 4 ft. 5.00 per 100, 40.00 per 1000
Mrs. R. L. Robinson, Greenville, Ga.

RHODODENDRONS

RHODODENDRONS

Lining-out stock for spring 1957 delivery

Hybrids, hardy varieties, 2-yr. grafts

Reestablished plants, with ball

Japanese beetle certified.

America, red

Caractacus, purplish crimson

Catawbiense album, white

Catawbiense grandiflorum, lilac

Charles Dickens, red

Dr. H. C. Dresselhuys, crimson

Edward S. Rand, red

English roseum, rose

Everestianum, rosy lilac

F. D. Godman, magenta-red

Ignatius Sargent, rosy crimson

Lee's Dark Purple, deep purple

Nova Zembla, red

Roseum elegans, rose-tinted lilac

Vanderbrooke, crimson

Vanweerden Poelmann, crimson.

\$130.00 per 100, \$600.00 per 500,

\$1100.00 per 1000.

F.O.B. Red Bank, N. J.

J. BLAAUW & CO.

(Wholesale Nurseries)

Lincroft, N. J.

Mailing addr.: P. O. Box 573, Red Bank, N. J.

Phone Red Bank 6-2269

For \$4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the February 15 issue to reach us by January 25.

Forms for March 1 issue will close Friday, February 8.

AMERICAN NURSERYMAN

343 S. Dearborn St. CHICAGO 4, ILL.

RHODODENDRONS

1-yr. grafts, well-rooted, 100	Each	\$0.75
1-yr. grafts, well-rooted, 150 up		.65
1-yr. grafts, well-rooted, 250 up		.60
1-yr. grafts, well-rooted, 500 up		.58

On orders of \$50 and up, free packing.

2-yr., well-budded, 12 to 18 ins. 2.30

3-yr., well-budded, 15 to 18 ins. 2.60

F.O.B. New Jersey, Packing at cost.

3 per cent for cash with order.

Ask for our Rhododendron list with over 175 varieties or order by color.

All plants imported by plane.

HOLLAND NURSERY PRODUCTS

P. O. Box 339, Madison Square Station

New York 10, N. Y.

RHODODENDRONS

For immediate shipment. Unnamed hybrids of hardy ponticum-catawbiense parentage. Good foliage. For understock, growing on or over the counter sales, with firm light-weight ball, twice transplanted, bed-grown.

4 to 6 ins. \$0.20 each

50 plants per crate. Order by crate only.

Lightweight, expert frost-proofed crating free. Cash with order.

RICHARD P. RESSEL NURSERY

Mulino, Ore.

HYBRID RHODODENDRONS

Landscape sizes.

Different colors.

PARMENTIER'S ROSES

Grady St. Bayport, L. I., N. Y.

Phone Bayport 8-0811

RHODODENDRON MAXIMUM

Nursery-grown and collected, 2 to 7 ft.

high. Well-shaped, symmetrical plants.

CURTIS NURSERIES, INC.

Callicoon, N. Y.

ROSEBUSHES

ROSEBUSHES

Two-year, field-grown Rosebushes for immediate or later shipment. All plants state inspected, dug and shipped fresh from our own fields. Tied in bundles of 10 of a grade and variety. Terms: Cash, or 25 per cent cash, balance C.O.D. Packing free.

Priced F.O.B. Lindale.

100 or more

No. 1 grade...35c ea.

No. 1 1/2 grade...27c ea.

No. 2 grade...20c ea.

RED

*Better Times

E. G. Hill

Night

Red Radiance

Ami Quinard

*Etoile de Hollande

Syracuse

Poinsettia

*Red Columbia

Crimson Glory

Chas. K. Douglas

Grenoble

PINK

Pink Radiance

Mrs. Chas. Bell

Editor McFarland

Shell Radiance

Paul Neyron

*Columbia

*Brinckhoff

*The Doctor

WHITE

Frau Karl Druschki

Caledonia

Snowbird

White American

Beauty

K. A. Victoria

YELLOW

Golden Charm

Sœur Therese

Yellow Tallman

Luxembourg

Eclipse

Golden Dawn

*Denotes Nos. 1 1/2 and 2 only.

WELLS BROS. NURSERY

J. J. Wells, Owner

Box 625 Phone 12F4W Lindale, Tex.

BE SURE TO BUY GOOD ROSES

Krider's is a dependable source of high-quality, hardy, field-grown Roses at reasonable prices. Write for complete list of standard and patented varieties.

Order now for immediate or later delivery.

THE KRIDER NURSERY, INC.

Home of Good Roses

Middlebury, Ind.

2-YR.-OLD, FIELD-GROWN ROSEBUSHES

Hybrid Teas, floribundas, polyanthas and climbers.

Variety list free on request.

No. 1, 30c each; No. 1 1/2, 25c each; No. 2, 20c each.

LINDALE NURSERY

Box 141 Phone 18F2W Lindale, Tex.

THORNY ROSA MULTIPLORA SEEDLINGS

Conservation grade,

3 to 4 mm., 12 to 18 ins. tall.

\$15.00 per 1000;

10,000 and over, \$13.50 per 1000.

SOMERSET, SEEDS, PLANTS

P. O. Box 608 New Brunswick, N. J.

ROSEBUSHES—Continued

MULTIFLORA ROSE

FOR LIVING FENCES

Heavily thorned plants from our own seed source. Approximate height Price
 2 to 3 mm. 8 to 15 ins. \$12.50
 3 to 5 mm. 12 to 15 ins. 19.50
 3 to 8 mm. 12 to 24 ins. 22.50
 5 to 12 mm. 18 to 36 ins. 38.50
 10 per cent discount on lots of 10,000; 20 per cent discount on lots of 100,000.

MULTIFLORA ROSE UNDERSTOCK

STRAIGHT SHANKED SEEDLINGS GROWN ESPECIALLY FOR UNDERSTOCK. NEMATODE FREE. EXPERTLY GRADED. PROXOUNCED BEST BY MANY USERS. LIMITED SURPLUS OVER AND ABOVE OUR NEEDS FOR REGULAR CUSTOMERS.

4 to 6 mm., \$29.50; 2 to 4 mm., \$18.50.

10 per cent discount on lots of 10,000; 20 per cent discount on lots of 100,000. The above prices are F.O.B. Griggsville, Ill., nursery.

All tops cut back to 10 ins. at shipping unless otherwise requested.

Our storage facilities are the best. Order now for delivery this winter or spring.

Packing free on orders of \$10.00 or more.

FARM LANDSCAPE CO.

Route 3 Urbana, Ill.

ROSA MULTIFLORA HEDGING

Extra heavy, semi-thorny, cutting-grown. These cutting-grown plants are much superior to any other multiflora grown. Full root system, heavy tops, mildew resistant. Write for quantity prices.

Cut back to Per 1000
 12 to 18 ins. \$22.50
 18 to 24 ins. 25.00
 24 to 30 ins. 50.00

THORNLESS ROSA MULTIFLORA

JAPONICA

De-eyed cuttings for budding stock. Mildew resistant, no side roots.
 1,000 to 4,000 \$32.00
 5,000 to 9,000 30.00
 10,000 to 25,000 29.00

All prices F.O.B. Painesville, O. No packing charge.

Write for trade list.

FELIX ZAMPINI & SONS
 Rose Growers & Nurserymen
 Painesville, O.
 Phone Elmwood 4-8054

2-YEAR, FIELD-GROWN BUSHES IRRIGATED, CULTIVATED, FERTILIZED AND DUSTED REGULARLY.

Book your needs now as good bushes will be scarce.

BARE-ROOT, F.O.B. TYLER.

100 to 499 500 to 1000
 No. 1 35¢ each No. 1 32½¢ each
 No. 1½ 27¢ each No. 1½ 25¢ each
 No. 2 20¢ each No. 2 18¢ each
 Individually wrapped in attractive bags, picture label, paraffin dipped, 10¢ per bush extra. Package of 3 No. 2, 75¢ per package. No packing charge on 100 or more plants. Less than 100, add 5¢ per plant.

MALONE NURSERY
 502 S. Broadway Tyler, Tex.

ROSEBUSHES

2-YEAR PLANTS.

Grown, graded and packed to perfection. 246 varieties and 12 different types to choose from.

WRITE TODAY FOR PRICES AND BOOK YOUR REQUIREMENTS NOW!

ROSEMONT NURSERIES

D. L. Thompson, Owner
 Dept. AX
 Tyler, Tex.

WESTERN-GROWN ROSEBUSHES

Harvest time has started now. Full assortment of varieties and grades, also booking orders for individually wrapped with colored pictures for counter sales.

Write for descriptive price list with full assortment of Rosebushes, shrubs, fruit trees and vines.

HOME NURSERY GREENHOUSES, INC.
 Lock Box 181 Edwardsville, Ill.

THE SEASON'S BEST DEAL!

SEE FOR YOURSELF

BY SENDING FOR 1957 TRADE LIST. WE STILL OFFER A CHOICE OF BARE-ROOT AND PREPACKAGED PATENT AND STANDARD ROSES.

NEW LONDON ROSES
 "The Rose Nursery"
 P. O. Box 876 Overton, Tex.

2-YEAR FIELD-GROWN ROSES

Quality at its best. Prepaid delivery by roadway express or motor freight. ½ freight allowed on rail shipments. We will have some truck deliveries to N. Y., Ill., Mich. and surrounding territories, starting about January 15. Write for complete listing and particulars.

ROSELAWN NURSERIES
 Box 295 Winnsboro, Tex.

ROSEBUSHES

A WIDE ASSORTMENT OF REASONABLY PRICED, HIGH-QUALITY ROSEBUSHES, WITH FAST, COURTEOUS SERVICE, IS WHAT YOU GET AT MARTIN'S ROSE NURSERY

P. O. Box 155 Phone UL 92191. Arp, Tex.

(A copy of our 1956-57 trade list will be mailed to you upon request.)

2-YEAR ROSEBUSHES, QUALITY PLANTS

70 varieties. Budded on multiflora. No. 1, \$35.00; No. 1½, \$27.00; No. 2, \$20.00 per 100. Also 30 patented varieties. Send for list.

P. O. TATE NURSERY, R. 3, TYLER, TEX.

SEEDS

CLEAN SEEDS

Red Cedar, Platt type \$4.50 lb.
 Rosa multiflora 3.00 lb.
 Lilac, common 4.00 lb.
 Honeysuckle, Tatarian 3.50 lb.

FORESTRY SEED SERVICE

Cuba, Kan.

CHINESE ELM SEED

1956 crop ready for immediate delivery. 1957 crop ready in May.

1 to 5 lbs. \$1.40 per lb.
 6 to 10 lbs. 1.25 per lb.
 Over 10 lbs. 1.10 per lb.

A high percentage will germinate.

McANCE NURSERIES

Route 3 North Platte, Neb.

FRESH SEED

Ligustrum, Amur Privet \$0.75 per lb.
 Japanese Privet 2.00 per lb.
 Lucidum 2.25 per lb.
 Nandinas, red berries 1.50 per lb.
 Cherry Laurel75 per lb.

MOUNTVILLE NURSERIES, Mountville, Pa.

600 LBS. FINE NANDINA SEED

From heavy bearing specimen plants. \$1.00 per lb. our shipping point.

E. F. DuBOISE NURSERY
 Huntsville, Ala.

CEDRUS DEODARA SEED

Virginia-grown, 1956 crop, \$3.00 per lb.

WAYNESBORO NURSERIES, INC.
 Waynesboro, Va.

SHRUBS AND TREES

SPECIAL SHRUB LIST

3000 Berberis atrop., 15 to 18 ins. \$200.00
 3000 Berberis atrop., 18 to 24 ins. 250.00
 1200 Berberis atrop., 24 to 30 ins. 300.00
 1500 Berberis mentorensis, 15 to 18 ins. 300.00
 1500 Berberis mentorensis, 18 to 24 ins. 320.00

Above are all nice, bushy plants.

100 Cornus florida, white, 5 to 6 ft. 3.75

500 Daphne burkwoodii alba, 18 to 24 ins. 1.75

2000 Deutzia gracilis, 15 to 18 ins. 350.00

1000 Deutzia gracilis, 18 to 24 ins. 370.00

1000 Euonymus erectus, 12 to 15 ins. 300.00

1000 Euonymus patens, 15 to 18 ins. 300.00

1000 Euonymus rad. veg., 9 to 12 ins., 3 br. 300.00

1500 Euonymus rad. veg., 12 to 15 ins. 500.00

1250 Forsythia Spring Glory, 12 to 4 ft. 275.00

500 Hydrangea acuminata, 3-yr. 400.00

1000 Hydrangea domotol, 2-yr. 400.00

1000 Hydrangea nigra, 2-yr. 350.00

200 Philadelphus virginialis, 3 to 4 ft. 350.00

200 Prunus triloba, 2 to 3 ft. 750.00

300 Prunus glandulosa, 18 to 24 ins. 350.00

750 Spiraea Jap. coccinea, 24 ins. heavy 350.00

250 Syringa macrophylla 2 to 3 ft. 500.00

1000 Viburnum burkwoodii, 18 to 24 ins. 600.00

250 Viburnum Carleii, 18 to 24 ins. 2.00

B&B, bushy, each 2.00

1200 Viburnum plicatum grand., 2 to 3 ft. 650.00

1500 Viburnum plicatum grand., 2 to 3 ft. 450.00

Above prices for 250 or more of one variety. Send for new spring catalog.

SPRINGBROOK GARDENS
 Dept. A-1 Mentor, O.

FLOWERING CRABS

40 varieties, best of the old and newer varieties. 1-yr. whips and branched. Also 3-yr., once transplanted, 6 to 8 ft. Descriptive booklet available.

U. S. 50 E. Vincennes, Ind.

THUNDERCLOUD PURPLE-LEAVED PLUM
 1-yr., well-branched, sizes to 6 ft. and over.

SIMPSON ORCHARD CO.
 THE FLOWER BASKET, Saugatuck, Mich.

AMERICAN NURSERYMAN

POTTED GRAFTS, 1-YR.

Acer palmatum atropurpureum Per 100 2 to 3
 Fagus sylvatica pendula 75.00 2 to 3
 Fagus sylvatica fastigiata 75.00 3 to 4
 Fagus sylvatica riversal 75.00 4 to 5

ROOTED CUTTINGS, 1-YR. BEDDED

Rhus sempervirens, 4 to 6 ins. \$10.00 4 to 5
 Ilex bullata, 4 to 6 ins. 10.00 4 to 5
 Ilex crenata, 4 to 6 ins. 10.00 5 to 6
 Ilex rotundifolia, 4 to 6 ins. 12.00 5 to 6
 Juniper, Andorra, 4 to 6 ins. 10.00 6 to 7
 Juniper, hibernica, 5 to 8 ins. 10.00 8 to 9
 Juniper, Pfitzer, 4 to 6 ins. 12.00 100.00
 Ilex glabra, 4 to 6 ins. 10.00 18 to 19
 Pachysandras 4.00 2 to 3
 Retinospora plumosa aurea, 4 to 6 ins. 10.00 12 to 13
 Retinospora plumosa, 4 to 6 ins. 10.00 18 to 19
 Taxus brevifolia, 4 to 6 ins. 10.00 2 to 3
 Taxus capitata, tips, 6 to 8 ins. 15.00 2 to 3
 Taxus compacta, 4 to 6 ins. 15.00 2 to 3
 Taxus cuspidata, 4 to 6 ins. 10.00 4 to 5
 Taxus hatfieldi, 4 to 6 ins. 10.00 5 to 6
 Taxus hickii, 4 to 6 ins. 10.00 18 to 19
 Taxus ovata, 4 to 6 ins. 15.00 2 to 3
 Thuja globosa, 5 to 8 ins. 10.00 2 to 3
 Thuja vernaecana, 5 to 8 ins. 10.00 4 to 5

1-YR. SEEDLINGS

Cornus florida \$5.00 Per 100 Per 1000
 Taxus capitata 5.00 40.00
 Taxus capitata, transplants 6.00 50.00

2-YR. SEEDLINGS

Balsam Fir, 3 to 5 ins. \$4.00 \$35.00
 Picea excelsa, 4 to 6 ins. 3.50 25.00
 Picea pungens glauca, 3 to 5 ins. 4.00 25.00
 Picea White Spruce, 4 to 6 ins. 3.50 25.00
 Pinus strobus, 4 to 6 ins. 3.50 25.00
 Pinus sylvestris, 4 to 6 ins. 3.50 25.00
 Thuja occidentalis, 4 to 6 ins. 5.00 40.00
 Thuja orientalis, 4 to 6 ins. 3.50 25.00
 Tsuga canadensis, 3 to 4 ins. 6.00 50.00
 Taxus capitata, 4 to 6 ins. 7.00 60.00

In large quantity, special price.

Ilex crenata, 4 to 6 ins. 5.00 40.00

3-YR. SEEDLINGS, TRANSPLANTED

Taxus capitata, 4 to 8 ins. \$12.00 Per 100 Per 1000
 Tsuga canadensis, 4 to 7 ins. 8.00 70.00
 Douglas Fir, 5 to 8 ins. 6.00 50.00
 Euonymus alatus 6.00 45.00

AZALEAS, 3-YR. TRANSPLANTS

Hinodigiri Per 100 Per 1000
 4-YR. TRANSPLANTS

Douglas Fir, 6 to 12 ins. \$10.00
 Picea excelsa, 4 to 8 ins. 6.00 \$50.00
 Picea pungens glauca, 4 to 8 ins. 7.00 50.00
 Picea White Spruce, 5 to 8 ins. 6.00 50.00
 Picea rubens, 6 to 8 ins. 12.00
 Tsuga canadensis, 5 to 8 ins. 10.00 95.00
 Tsuga canadensis, 8 to 10 ins. 15.00 140.00
 Tsuga caroliniana, 6 to 8 ins. 10.00
 Thuja occidentalis, 6 to 10 ins. 10.00 90.00

ROOTED CUTTINGS TRANSPLANTED IN FLATS Per 100 Per 1000

Azalea Hino-Crimson \$12.00 \$100.00
 Azalea Hinodigiri 12.00 100.00
 Euonymus japonicus 12.00 100.00

VAN DINE NURSERY
 Berdan Ave. Peckness, Paterson, N. J.

PINK-FLOWERING DOGWOOD

With bloom buds. \$1.50
 2 to 3 ft., br. 1.75
 2 to 3 ft., B&B 1.75
 3 to 4 ft., br. 2.50
 3 to 4 ft., B&B 2.50
 4 to 5 ft., br. 4.50
 4 to 5 ft., B&B, add 50¢ each. 4.50

PINK-FLOWERING DOGWOOD

12 to 18 ins., br.75
 18 to 24 ins., br. 1.00
 24 to 36 ins., br. 1.25
 30 to 36 ins., br. 1.50
 3 to 4 ft., br. 2.00

B&B, add 25¢ each.

TREE WISTARIA

3 to 4 ft., br. 3.00
 4 to 5 ft., br. 4.00

MAGNOLIA SOULANGEANA

2 to 3 ft., B&B 2.50
 3 to 4 ft., B&B 3.00

MAGNOLIA NIGRA

2 to 3 ft., B&B 2.50
 3 to 4 ft., B&B 3.00

SARGENT HARBERRY

15 to 18 ins., B&B 1.50
 18 to 24 ins., B&B 2.00
 24 to 30 ins., B&B 2.25

RIVERSIDE NURSERY
 Winchester, Tenn.
 Phone 57-J, Estill Springs

EVERGREENS, WHOLESALE

A wide selection of Evergreen seedlings and transplants, also hardwoods, shade trees, ornamentals, shrubs and flowering trees. Our selected seed, with good heredity and scientific culture, assures healthy trees with every roots for rapid growth.

Musser offers quality trees at a price made possible through large quantity production. Our cold storage permits late shipments. No charge for packing and boxing. Ask for complete catalog and wholesale planting lists.

Our ad, which appears on page 28 of this issue, shows a partial list of seedlings and transplants.

MUSSER FORESTS
 Box 16-BC Indiana, Pa.

PINK-FLOWERING DOGWOOD	Each
2 to 3 ft., bare-root	.....\$0.85
3 to 4 ft., well-calip., bloom buds	.....1.00
4 to 5 ft., well-calip., bloom buds	.....1.15
5 to 6 ft., well-calip., bloom buds	.....1.75
6 to 7 ft., calip.	.....2.25
WHITE-FLOWERING DOGWOOD	
4 to 5 ft.	......75
5 to 6 ft., well-calip.	.....1.00
6 to 7 ft., well-calip.	.....1.15
7 to 8 ft., well-calip.	.....1.50
8 to 9 ft., calip.	.....2.00
Single root wrapped with shingle	.....
OAK-LEAVED HYDRANGEA	
18 to 24 ins., 2-yr., br.	.....\$0.25
2 to 3 ft., 2-yr., br.	......35
3 to 4 ft., well-br.	......45
SILVER MAPLE	
12 to 18-in. seedlings	.....\$10.00 per 1000
18 to 24-in. seedlings	.....15.00 per 1000
2 to 3 ft. seedlings	.....20.00 per 1000
3 to 4 ft. seedlings	.....35.00 per 1000
4 to 5 ft. seedlings	.....35.00 per 1000
5 to 6 ft., br.	.....45.00 per 1000
SPIRAEA VANHOUTTEI	
18 to 24 ins., 2-yr., br.	.....45.00 per 1000
2 to 3 ft., 2-yr., br.	.....60.00 per 1000
3 to 4 ft., 2-yr., br.	.....75.00 per 1000
THE PARK NURSERY CO.	
911 Pike St.	Huntsville, Ala.

PINK DOGWOOD	
1, 2 and 3 yrs. old.	
All sizes.	
SUPER RED DOGWOOD	
12 to 18 ins., 2 to 4 ft.	
18 to 24 ins., 4 to 5 ft.	
24 to 30 ins., 5 to 6 ft.	
30 to 36 ins.	
WHITE DOGWOOD	
3 to 4 ft., 5 to 6 ft.	
4 to 5 ft., 6 to 7 ft.	
BROWN TURKEY FIG	
12 to 18 ins., 18 to 24 ins.	
2 to 3 ft.	
EVERGREENS	
SHADE TREES	
FRUIT TREES	
LET US QUOTE YOU OUR PRICES	
LIKE HAWKERSMITH NURSERY	
Winchester, Tenn.	

NURSERY-GROWN SEEDLINGS	
Red Oak (Quercus borealis maxima), 6 to 14 ins.	
Pin Oak (Quercus palustris), 4 to 10 ins.	
White Ash (Fraxinus americana), 6 to 14 ins.	
Red or Sweet Gum (Liquidambar styraciflua), 4 to 10 ins.	
Oriental Arborvitae (Thuja orientalis), 6 to 12 ins.	
\$4.00 per 100, \$25.00 per 1000.	
Rosa multiflora japonica, 6 to 10 ins., \$15.00; 10 to 15 ins. \$25.00.	
STANLEY J. HENSLEY, HAMLET, IND.	
Forester-Nurseryman	
SHRUBS	
500 Honeysuckle, fragrantissima, 2 to 12 ins.	.....\$0.08
500 Honeysuckle, zabeli, 9 to 10 ins.	......06
500 Honeysuckle, zabeli, 15 to 18 ins.	......10
300 Lilacs, purple; sdilcs, 6 to 9 ins.	......05
750 Lilacs, French, 1-yr. grafts, 6 to 8 ins.	......20
250 Privet, Polish, 6 to 8 ins.	......95
150 Spiraea froebelii, 8 to 10 ins.	......07
350 Spiraea vanhouttei, 9 to 12 ins.	......06
HENRY NURSERIES, HENRY, ILL.	

CHINESE ELM LINERS	
2 to 3 ft.	.....\$ 4.00 per 100
3 to 4 ft.	.....6.00 per 100
4 to 5 ft.	.....10.00 per 100
5 to 6 ft.	.....30 each
HEAVY TRANSPLANTS	
6 to 7 ft., 1/2 to 3/4-in.	.....\$0.50 each
7 to 8 ft., 3/4 to 1-in.	......80 each
8 to 10 ft., 1 1/2 to 2-in.	.....1.25 each
10 to 11 ft., 1 1/2 to 2-in.	.....2.00 each
WEITZEL'S NURSERY, North Platte, Neb.	

HEAVY ROOTED CUTTINGS	
Taxus cuspidata and Taxus hicksii, 4 to 6 ins., \$75.00 per 1000.	
HEAVY BEHEDED LINERS	
Taxus cuspidata, 40c each, \$350.00 per 1000.	
WHITE DOGWOOD	
3 to 4 ft., bare-root, 70c.	
Cash with order.	
CLARKSBURG NURSERY	
Clarksburg, Ind.	

CHINESE ELM	Per 100
4 to 5 ft.	.....\$15.00
5 to 6 ft.	.....20.00
6 to 8 ft.	.....45.00
8 to 10 ft.	.....65.00
Will trade Burkett and Western Schley Pecan trees for liners in C. Myrtle, Pyracantha, Nandinas, A. Cypress, Italian Cypress, C. Laurel and Figs.	
WASHAM NURSERY, SWEETWATER, TEX.	

PINK DOGWOOD SPECIAL	
18 to 24 ins., 24 to 30 ins., 30 to 36 ins.	
\$0.70 \$0.85 \$1.00	
RED AND WHITE FLOWERING PEACH	
18 to 24 ins., 20c; 2 to 3 ft., 25c.	
NEWPORT PURPLE-LEAVED PLUM	
18 to 24 ins., 2 to 3 ft., 3 to 4 ft.	
\$0.20 \$0.25 \$0.35	
CHOCOLA NURSERY	
Winchester, Tenn.	

FRENCH HYBRID LILACS
All on OWN ROOTS.
Fine varieties; vigorous, true to name, top-quality stock. From 8 to 12 ins. to 3 to 4 ft. Prices start at 40c each. Just a small surplus beyond our present retail needs. Send for list.

UPTON NURSERY CO.
Lilac Specialists
Dept. A, 4838 Spokane Detroit 14, Mich.

ALPINE CURRANT Each, 100 1000
1600 9 to 12 ins., heavy, finished.....25c 22c
1600 12 to 15 ins., heavy, finished.....40c 38c
1800 6 to 12 ins., T. lining-out.....13c 12c
EUONYMUS ALATUS
350 12 to 18 ins., heavy, finished.....50c 45c
Lilac, 135 Pres. Lincoln, 3 to 4 ft., B&H,
\$2.50 each per 10; \$2.25 each per 100.

RED WING NURSERY, RED WING, MINN.
CRATAEGUS CORDATA
(Washington Hawthorn)

32 well-balanced plants, 7 to 8 ft.
These are grown mostly with single leaders and are a real buy for the price.
B&H, \$6.50 each.

LE ROY WATKINS NURSERY
Owensboro, Ky.

MIMOSAS
6 to 8 ft., 85c each, \$75.00 per 100.
5 to 6 ft., 65c each, \$50.00 per 100.
Have some 3000 2 and 3-yr.-old.
No charge for packing by truck, otherwise we charge cost.

PIGGOTT NURSERY CO.
Piggott, Ark.

HEAVY SHRUBS
Kolkwitzias, Spiraeas, Loniceras and Forsythias. Vigorous, heavy stock, priced reasonably. Send for spring list of our complete line, specimen and lining-out stock.

THE TANKARD NURSERIES
Exmore, Va.

Northern-grown stock; Mugho, White and Red Pine; Black Hills, White and Colo. Spruce; Virg. and Scop. Juniper, B&H and lining-out stock. Also Mt. Ash, White Birch, etc. Send for list.

Pequot Nurseries, Brainerd, Minn.

PHILADELPHUS AUREUS
Per 100 Per 1000
2-in. Vita-Hands\$16.00 \$140.00
250 at 1000 rate. Cash with order.
NEWLAND'S NURSERY, Lake City, Minn.

SHRUBS AND TREES.
See our Classified ad in this issue under LINING-OUT STOCK.
T. G. OWEN & SONS, INC.
Columbus, Miss.

Abelia grandiflora, cut back, well-branched plants, 18 to 24 ins., \$20.00 per 100, \$175.00 per 1000. F.O.R. our shipping point.
Mountville Nurseries, Mountville, Ga.

Crape Myrtle, Dixie Red, pink, purple and white, 2 to 3 ft., specimens, 50c each.
Mrs. R. L. Robinson, Greenville, Ga.

Flowering Peach, all colors; 2 to 3 ft., \$3.00 per 10, \$25.00 per 100.
Mrs. R. L. Robinson, Greenville, Ga.

TAXUS
TAXUS
2-yr.-old liners, transplanted, field-grown. Certified nursery stock.

Ship beetle zone, outside beetle zone.
Hatfield
Cuspidata capitata, rooted from leaders
Cuspidata, spreading
Mooni, upright
Hicksii
Free packing.
\$40.00 per 100, \$250.00 per 1000.
LARRY'S NURSERIES, INC.
960 Reservoir Ave. Cranston, R. I.

TAXUS CUSPIDATA CAPITATA
Grown from Jap. seed.
1-yr. seedlings, \$40.00 per 1000.
2-yr. seedlings, \$75.00 per 1000.
\$65.00 per 1000, 10,000 up.
3-yr. transplanted seedlings,
\$15.00 per 100, \$120.00 per 1000.
Rooted Taxus cuttings and 1-yr. bedded.
in all leading varieties.
Ask for special quantity price.
NURSERY SALES, INC.
P. O. Box 295
525 Stevens Ave. Ridgewood, N. J.

TAXUS CAPITATA, SEEDLINGS
Heavy, sheared, 4-yr., XX, 2-yr. field, 8 to 12 ins., 57 1/2c each, per 100; 65c each, per 1000, 50c per cent deposit with order, balance before shipping.
RITTER'S NURSERY
Benton, Columbia County, Pa.

TAXUS CAPITATA
Strong 2-yr. seedlings, seeds sown lightly, plants grown with plenty of room in beds.
\$15.00 per 100, \$125.00 per 1000.
C. HOOGENDOORN NURSERIES
Newport, R. I.

VINCAS
VINCA MINOR
Hardy, strong field-grown clumps.
First-class stock.
Per 100 Per 1000
10 to 20 leads.....\$5.00 \$45.00
20 to 30 leads.....7.50 60.00

J. A. WEDDINGTON & SON
4414 Holston Drive Knoxville, Tenn.
Phone Knoxville 3-4417

HARDY VINCA MINOR
Strong plants from field clumps, excellent foliage and roots, first-class stock, 10 to 15 stems, \$9.50 per 100, prepaid; \$8.00 per 1000; 5000 or more, \$75.00, F.O.B. here. Prompt shipment.
PEKESKILL NURSERIES, Shrub Oak, N. Y.

Hardy Myrtle (Vinca minor), plants with 20 leads or more and good roots, \$5.00 per 100, \$45.00 per 1000, Cash, Samuel I. Minder, 305 Euclid Ave., Lancaster, Pa.

Vinca variegata, bushy field plants; ready for resale, \$50.00 per 1000.
Mountville Nurseries, Mountville, Ga.

VINES
CLEMATIS VINES
JACKMANI (purple)
Per 10 Per 100
2-in. pot plants\$2.50 \$50.00
Dormant plants7.00 65.00

PANICULATA (small white flowers)
2-yr., No. 1\$4.50 \$40.00
2-yr., No. 23.50 30.00
We grow a general line of nursery stock.
Write for new complete price list.

SHERMAN NURSERY CO.
Charles City, Ia.

MISCELLANEOUS

WALNUTS (GRAFTED)
Thomas, Early Thomas, Mintie, Edras, Stabler, Ogden and Champion, 3 to 4 ft., \$1.50; 4 to 5 ft., \$1.85; 5 to 6 ft., \$2.10; 6 to 7 ft., \$2.35.

Discount for lots of 10 of one variety and size, 10 per cent; 25, 25 per cent; 50, 35 per cent; 100, 40 per cent.

CHERRIES, BUDDED
Montmorency (improved strain) and Early Richmond, 11/16 to 1-in. caliper, good height, 95c; 9/16 to 11/16-in. caliper, 80c.

GRAPES
Concord, 1-yr. size, No. 1, \$7.50 per 100, \$65.00 per 1000; 2-yr. size, No. 1, \$8.50 per 100, \$75.00 per 1000.

Fredonia and Niagara, 1-yr. size, No. 1, \$9.50 per 100, \$85.00 per 1000; 2-yr. size, No. 1, \$11.50 per 100, \$100.00 per 1000.

Caco and Delaware, 1-yr. size, No. 1, \$12.00 per 100, \$110.00 per 1000; 2-yr. size, No. 1, \$13.00 per 100, \$120.00 per 1000.

MARTHA WASHINGTON ASPARAGUS
1-yr., \$2.00 per 100; 2-yr., \$3.00 per 100.
HEDGES (WELL-BRANCHED)
California Privet, 2 to 3 ft., \$9.00 per 100.
Amur River South Privet, 2 to 3 ft., \$8.00 per 100.

Amur River North Privet, 2 to 3 ft., \$9.00 per 100; 3 to 4 ft., \$11.00 per 100; 4 to 5 ft., \$12.00 per 100.
BENTON COUNTY NURSERY CO., INC.
Rogers, Ark.

Concord Grapes, 2-yr., No. 1, \$10.00 per 100
Cumberland Raspberry, No. 1, 5.00 per 100
Lucretia Dewberry, No. 1, 5.00 per 100
Lawton Blackberry, No. 1, 5.00 per 100
Thornless Boysenberry, No. 1, 5.00 per 100
Ozark Gooseberry, No. 1, 9.00 per 100
Mary Washington Asparagus,
2-yr., No. 1, 2.50 per 100
Basham Nursery, Mountainburg, Ark.

WANTED

WANTED TO BUY
Colorado Blue Spruce, 3 to 4, 4 to 5 and 5 to 6 ft. Must be transplanted stock in good form and have had some pruning. Also interested in Koster Spruce in above sizes. We are also open for 1000, 12 to 18 and 18 to 24-in., to grow on; all B&H. Give best prices and quantities available, trailer or carload. Reference, Dun & Bradstreet or cash if desired.
PALOS LANDSCAPE & NURSERY CO.
119th St. and 87th Ave., Palos Park, Ill.
Phone Gibson 8-0425 or 8-0597.

WANTED

225 Salix alba, 7 to 8 ft., br., for March. Submit best price, quantity and quality.

HENKELS & McCoy
Magnus Steiner
6100 N. 20th St. Philadelphia 38, Pa.

WANTED

Will trade 5000 to 10,000 Spiraea Anthony Waterer liners, 2 1/2-in. pots, for same amount of Philadelphia virginiana liners.
BORK'S NURSERY, ONARGA, ILL.

SUPPLIES AND SUNDRIES

BIRD FEEDERS

BIRD FEEDERS
Wild bird feeding stations and houses are now big business. If located in a suburban or rural area, you can share BIG profits. Generous discounts, fast turnover, many repeat sales. Write on your letterhead for catalog HR.

McHUTCHISON & CO.
695 N. Grand Ave. Ridgefield, N. J.
311 S. E. Belmont Portland 14, Ore.

FERTILIZERS

PETERS SPECIAL SOLUBLE FERTILIZERS
20-20-20, the best general purpose feed
21-7-7 Azalea Acid (for hard-water sections)
21-7-7 Azalea Neutral (for normal water)
All above, \$6.50 per 25-lb. bag.

PETERS SPECIAL UREAFORM FERTILIZERS (NON-SOLUBLE)
13-6-6 Organic Special. Ureaform Nitrogen and natural organics. A pot-plant special dry feed. Non-soluble.
\$7.50 per 25-lb. bag.

\$25.00 for 4 25-lb. bags.
Du Pont Uramite, 38 per cent nitrogen from ureaformaldehyde.
(\$12.00 per 50-lb. bag.)

All above material in F.O.B. Allentown.
ROBERT B. PETERS CO.
737 N. 7th St. Allentown, Pa.

FLATS

MINNESOTA WHITE CEDAR FLATS

Order by No.	Wt.	Price
No. 1, 14x20x2 3/4	220	\$25.00
No. 2, 14x20x3 3/4	400	29.00
No. 3, 12x16x2 3/4	260	19.00
No. 4, 12x16x3 3/4	275	22.50
No. 5, 14x16x2 3/4	275	21.50
No. 6, 14x16x3 3/4	290	25.50
No. 7, 15x22x2 3/4	380	28.50
No. 8, 15x22x3 3/4	425	33.00
No. 9, 11 1/4x22 3/4x2 3/4	320	23.00
No. 10, 11 1/4x22 3/4x3 3/4	400	26.75
No. 11, 14x16x5	450	30.00
No. 12, 5x11x5	160	16.00
No. 13, 5x10x5	215	18.50
Plant boxes, 5x8 1/2x2 3/4	45	5.00

All other prices quoted on request.
5 per cent discount on order of 1000 or more.

The above measurements are inside. Bottoms and sides of cedar flats are 3/4-in. thick; ends are 1/2-in. Plant boxes are thinner.

All material surfaced on one side.
Your name and address printed up to 3 lines in black ink, on one or both end pieces at the following rates: Set-up charge, \$1.00, plus 3/4c per piece for the first 1000 ends, 1/2c per end thereafter. Shipped knocked-down in units of 25.

All shipments by truck unless otherwise ordered. F.O.B. Cook, Minn. Attach check, H. C. HILL & SONS, Cook, Minn.

REDWOOD FLATS, K. D.

Finest stock obtained. Guaranteed all clear heart. Size 20x15x3 ins. inside measure, \$38.00 per 100.

1x1-in. Cypress stakes, pointed.

50 pcs. to bundle, 4 ft., \$3.50 per bill.

50 pcs. to bundle, 5 ft., \$4.50 per bill.

50 pcs. to bundle, 6 ft., \$5.50 per bill.

Ship same day. Cash with order, please.

YOHO & HOOKER, Youngstown 2, O.

HOTBED SASH

SISALGLAZE SASH
Get all the information before you buy your sash. Also information on Sisalglaze greenhouses.

ROUGH BROS.
4227 Spring Grove Ave. Cincinnati 23, O.

LABELS

WOOD LABELS

Finest quality, northern White Pine.

Smooth, soft grain.

POT LABELS

	Per 1000	Plain Painted
--	----------	---------------

4x 3/4 ins. (1000 per carton).....\$2.00 3.55

5x 3/4 ins. (1000 per carton).....3.20 3.80

6x 3/4 ins. (1000 per carton).....3.50 4.30

8x 3/4 ins. (500 per carton).....5.15 6.35

10x 3/4 ins. (500 per carton).....6.15 7.45

12x 3/4 ins. (500 per carton).....7.15 8.75

GARDEN LABELS

8x 3/4 ins. (250 per carton).....7.50 8.70

10x 3/4 ins. (250 per carton).....8.50 9.80

12x1 1/4 ins. (100 per carton).....14.50 16.50

TREE LABELS

3 1/2x 3/4 ins., copper-wired.....3.55 4.35

GEO. J. BALL, INC.
Phone 299 West Chicago, Ill.

DAHLIA OR TREE LABELS

	Price per 1000	Plain Painted
--	----------------	---------------

3 1/2x 3/4 ins., notched (not wired).....\$2.50 3.00

3 1/2x 3/4 ins., wired (copper).....3.30 4.10

POT LABELS

4x 3/4 ins. (cartons 1000 each).....3.30 3.95

5x 3/4 ins. (cartons 1000 each).....3.60 4.30

6x 3/4 ins. (cartons 1000 each).....3.90 4.85

8x 3/4 ins. (cartons 500 each).....6.00 7.20

10x 3/4 ins. (cartons 500 each).....7.00 8.50

GARDEN STAKES

8x 3/4 ins. (cartons 250 each).....2.50 3.00

10x 3/4 ins. (cartons 250 each).....2.75 3.25

12x1 1/4 ins. (cartons 100 each).....1.75 2.00

EVERMARK PENCILS

The original label marker. 1 doz. 7-in. pencils per box, \$1.25.

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

"We ship the same day."

YOHO & HOOKER

Youngstown 2, O.

NURSERY SUPPLIES

NURSERY NAILS

2-in., 15-gauge needle-point pinning nails with the largest head made for this type nail. Clean, slick and easiest nail to use.

\$17.50 per 100 lbs.

\$16.50 per 100 lbs. 10 kegs or more per order.

VERHALEN NURSERY CO.

12140 Harry Hines, Dallas

or Scottville, Tex.

ORCHID SUPPLIES

OSMUNDA, mixed. Bu., \$2.00. Prof. bac., \$1.00. Standard bale, F.O.B. Houston, \$17.00; 2 for \$21.00. Standard bale, F.O.B. Florida, \$8.00; 2 for \$15.00.

DETEX, a safe DDT spray. Qt., \$3.50; gal., \$11.00.

WALL TYPE POST HANGERS, hold up to 4-in. pots. Rust-resistant. Space savers.

Each, 25c; doz., \$2.75; 50, \$10.00; 100, \$18.50.

BAC-TO ORCHID AGAR (Difco), 1/4 lb., \$3.85; 1 lb., \$14.00.

SHREDDED WAX PAPER, protect your blooms and plants when packing and shipping. Lb., 65c; 10 lbs., \$5.50.

PRICED F.O.B. Subject to change without notice.

WRIGHTWOOD FLORAL CO., INC.

2407 N. Main St. Houston 9, Tex.

PEAT MOSS

HOLLAND PEAT MOSS
"BRODLEAF" quality. Just arrived.
Standard burlapped bales.

\$3.65 each; 10, \$34.25.

Priced F.O.B. Houston.

WRIGHTWOOD FLORAL CO., INC.

2407 N. Main St. Houston 9, Tex.

PLANT TIES

THE NEW FADE-PROOF QUIK-TIES

Now made of colorfast plastic for the florist trade.
Semi-invisible, economical, easy to use.

Packed in carton of 10,000 Per carton

4-in.\$19.00

8-in.18.00

12-in.27.00

Postage paid when cash with order.

Carton lots only!

McHUTCHISON & CO.

695 Grand Ave. Ridgefield, N. J.

Phone Whitney 3-2230

PLASTIC FILM

POLYETHYLENE FILM

2 mil. in 200 ft. rolls, 36 ins. wide, \$6.18;

54 ins. wide, \$9.25; 108 ins. wide, \$18.45.

4 mil. in 100 ft. rolls, 36 ins. wide, \$6.57;

54 ins. wide, \$9.51; 126 ins. wide, \$21.37.

Information on Polyflex 230 available.

F.O.B. Cincinnati, O.

ROUGH BROS.

4227 Spring Grove Ave. Cincinnati 23, O.

POSTS

Michigan White Cedar posts, 7 to 10 ft. long, 2 to 5 ins. top diameter. Untreated or pressure treated. Specify size and amount.

Farley Fences, Inc., 317 Davidson Bldg., Bay City, Mich.

Surplus Stock

can be easily and quickly turned into Cash

by listing it in the

American Nurseryman Classified Ads

SPHAGNUM MOSS

1956 CROP NO. 1 SPHAGNUM MOSS.
Large burlap bales, long fibered, clean, firmly packed; bale, \$1.35.

JOSEPH JAMROS, CITY POINT, WIS.

Fresh, clean sphagnum moss, write for our low prices, in truckloads or carlots. Pure Sphagnum Moss Co., City Point, Wis.

Long-fibered sphagnum moss, also ground moss. Price us on truckloads delivered.

Warrens Moss Co., Warrens, Wis.

STAKES

BAMBOO STAKES, DOMESTIC

DIRECT FROM THE PRODUCER

PENCIL THICKNESS

Per 1000

1 1/2 ft., green\$2.60 4.80

2 ft., green3.70 7.20

3 ft., green4.70 9.50

MEDIUM HEAVY, 3/4 to 1 1/2-in., 500 1000

1 1/2 ft., green or natural\$ 2.85 5.70

2 ft., green or natural3.80 7.60

3 ft., green or natural4.75 9.50

3 1/2 ft., green or natural6.65 13.30

4 ft., green or natural7.60 15.20

5 ft., green or natural9.50 19.00

6 ft., green or natural11.40 22.80

7 ft., green or natural13.30 26.60

HEAVY

Per 100 1 1/2-3/4 3/4-1

4 ft., green or natural\$2.88 \$3.44 4.24

5 ft., green or natural3.60 4.30 5.36

6 ft., green or natural4.32 5.16 6.36

7 ft., green or natural5.04 6.02 7.42

8 ft., green or natural5.76 6.88 8.48

9 ft., green or natural7.74 9.54

10 ft., green or natural10.60

12 ft., green or natural12.72

Approx. average thickness at bottom end.

A. C. PATTERSON, CENTERTOWN, KY.

CYPRESS PLANT STAKES

50 pieces to bundle.

1x1-in.—3 ft., pointed\$3.00 per bundle

1x1-in.—4 ft., pointed3.50 per bundle

1x1-in.—5 ft., pointed4.50 per bundle

1x1-in.—6 ft., pointed5.50 per bundle

1x1-in.—7 ft., pointed7.00 per bundle

These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

WE SHIP SAME DAY!

YOHO & HOOKER

Youngstown, O.

BAMBOO CANE STAKES

For greenhouse and nursery purposes.

All types and sizes.

Write for prices and quantity discounts.

ALCO HENDERSON, INC.

1305 W. Randolph St. Chicago 7, Ill.

STAKES, GALVANIZED HARD STEEL

GALVANIZED tree tying WIRE.

HOSE for guy wire PADDING.

Prices and samples sent on request.

SCHUPP SUPPLY CO., WILMETTE, ILL.

TRADE BOOKS

TRADE BOOKS.

Suggestions for nurserymen and their employees:

NEW DESIGNS FOR SMALL PROPERTIES,
by M. E. Bottomley, \$4.00.

MANUAL OF CULTIVATED TREES AND SHRUBS,
by Alfred Rehder, \$11.50.

THE FRIENDLY EVERGREENS,
by L. L. Kumlien, \$10.00.

GREENHOUSE HEATING AND CONSTRUCTION,
by H. E. Gray, \$1.50.

SOILS AND FERTILIZERS FOR GREENHOUSE AND GARDEN,
by Alex Laurie and D. C. Kiplinger, \$2.50.

HANDBOOK OF FERTILIZERS
by A. F. Gustafson, \$2.50

IMPROVED PRACTICE IN PROPAGATION BY SEED,
by L. C. Chadwick, 25c.

PLANT BREEDING FOR EVERYONE,
by John Y. Reaty, \$2.75.

Descriptive book circulars available on request.

AMERICAN NURSERYMAN
343 South Dearborn Chicago 4, Ill.

"PLANT AMERICA" AWARDS

Twenty-three industrial firms and institutions in the United States, Canada and Hawaii have won "Plant America" awards in the fourth annual industrial landscaping competition sponsored by the American Association of Nurserymen, according to an announcement by the association.

Carrol M. Shanks, president, the Prudential Insurance Co. of America, was chairman of the jury of awards, other judges being Dr. Joseph E. Howland, assistant to the president, O. M. Scott Seed Co., Marysville, O.; Joseph F. Roesch, senior instructor in landscape design, Long Island Agricultural and Technical Institute, Farmingdale, L. I., N. Y., and Arthur Murphy, senior landscape architect, New York city department of parks. The awards are given in "recognition of achievement in industrial landscaping and beautification contributing to employee and civic pride in our American heritage" and are based on nation-wide competition. The awards will be presented early this year.

Landscape architects and nursery firms to receive similar awards for outstanding work in landscaping the award-winning industrial plants and institutions include the following:

Mrs. Eleanor Christie, Mariemont, O.
Robert O. and Catherine Jones Thompson, Honolulu, Hawaii.

Natorp Landscape Organization, Inc., Cincinnati, O.

Kelsey-Highlands Nursery, East Boxford, Mass.

Puskey Nursery & Landscape Co., Leecompte, La.

M. J. Hunziker & Sons Co., Niles, Mich.

Makiki Nursery, Honolulu, Hawaii.

T. Miessi Baumgardner, Sea Island, Ga.

Skages Landscape Gardens, Jacksonville, Fla.

Macemon's Nursery and Greenleaves Nursery, both of Racine, Wis.

D. Newton Glick, East Lansing, Mich.

Smith Tree Service, Inc., Lansing, Mich.

Millane Nurseries & Tree Experts, Inc., Cromwell, Conn.

Platt's Landscape Nursery, Davenport, Ia.

Sheridan Nurseries, Ltd., Toronto, Ont., Canada.

Henry F. Kenney, Cincinnati, O.

Cassinelli's Glendale Nurseries, Inc., Glendale, O.

Rosehill Gardens, Kansas City, Mo.

Lewis & Valentine Nurseries, Inc., Greenvale, N. Y.

Pion Landscape Co., Fort Wayne, Ind.

Charles A. Currier & Associates, West Hartford, Conn.

TIGER NURSERIES, Brookhaven, L. I., N. Y., have been sold by Mrs. Augusta Corrigan to Lewis and Sullivan Gallo, East Patchogue, N. Y.

PREMIER
Sphagnum
PEAT MOSS

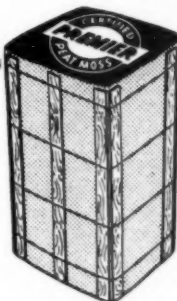
Plastic packages

PREMIER
PROFIT LINE

Plastic Bales—poly laminated inside and outside

PREMIER'S PLASTIC LINE

The best-quality peat moss in the best-selling packages



VEENEER
OR
BURLAP

Nurseries use more
PREMIER
than any other brand

Various size bales for nursery and customer use available from both Canada and Europe.

When you buy Premier you get the top-quality natural organic soil conditioner for mulching, transplanting, seedbeds, lining out and many other uses.

- Colorful, eye-catching—easy to store, sell, deliver
- Moisture-proof—clean—no spillage
- The outstanding merchandising packaged line
- Free posters, literature, mats, etc.

Sell SOIL X-PEDITER

The ready-to-use, free-flowing sphagnum peat moss in bags—5 sizes, 2 1/2 to 100 lbs.—plastic protected.

Any combination can be shipped in one car

Send now for prices and details

PREMIER PEAT MOSS CORP.
535 Fifth Ave.
NEW YORK 17, N. Y.

SHINGLE TOW

Produced from Soft Hardwoods—NO OAK
Compact bales of approximately 80 lbs.
\$17.50 per ton in carlots of 450 bales.

F.O.B. Mill

References: Commercial Nursery Co. H. G. Hastings Co.
Decherd, Tenn. Atlanta, Ga.

Sample mailed on request.

DAYTON VENEER & LUMBER MILLS
AMERICUS, GA. Phone L. D. 25

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements.

Display: \$4.50 per inch, each insertion.

Lines: 40¢ line; minimum order \$1.00.

BUSINESS OPPORTUNITY

There is an unusual opportunity open in this Connecticut organization for a man with garden center and landscape experience. We wish to lease out all our retail operations to concentrate on mail-order and wholesale business. This garden center is beautifully located in the front of a two-acre landscaped garden containing literally hundreds of varieties of shrubs, bulbs and perennials. The center has a solid base of about \$35,000 worth of business built up over the last five years. The right operator should be able to boost this soon to better than \$100,000. Applicants should be about 35 years old and have at least \$5,000 capital. Only those having top qualifications, experience and education should apply. Write immediately to Box 361, care of American Nurseryman.

HELP WANTED

A fast-growing garden supply center in Chicago area has opening for an experienced working foreman and salesman in landscape department. Many leads in very busy section with much building going on. Capable of handling plant material, labor and equipment to its best timesaving advantage. Reply fully and send snapshot if possible to Box 356, care of American Nurseryman.

HELP WANTED

LANDSCAPE SALESMAN
Must be qualified in drawing and supervising plantings. Write giving age, experience, references and salary expected to start with.

DRAKE'S NURSERIES
G-1312 Branch Rd.
Flint 6, Mich.

HELP WANTED

LANDSCAPE SALESMAN
Excellent opening for two experienced landscape salesmen capable of making contacts, drawing plans and preparing estimates. Excellent opportunity and top salary for the right men. Write for appointment.

Mr. Don Schultz
SECOR LANDSCAPE CO.
3340 Secor Rd. Toledo, O.

HELP WANTED

Man to manage our established retail garden center in Buffalo, N. Y. Prefer experience. Attractive salary.

MALONEY BROS. NURSERY CO., INC.
Danaville, N. Y.

HELP WANTED

Foreman for shrub shipping and storage department. Excellent opportunity for the right man.

WAYSIDE GARDENS CO.
Mentor, O.

SITUATION WANTED

Thinking of a change? Tell potential employers about your abilities by using an ad in this department. The cost to reach the widest readership in the industry is only \$4.50 per inch.

HELP WANTED

LANDSCAPE SALESMAN

We need a man qualified in design, drawing plans, etc., to call on our customers. Salary until established, then commission.

We have a good sales area, 100 acres of nursery stock, and have been in business over 100 years. If interested write direct, giving your past experiences and references of former employer.

HILLENMEYER NURSERIES
Lexington, Ky.

HELP WANTED

LANDSCAPE DESIGNER-SALESMAN

Full-time, permanent position for a willing, aggressive and cooperative man with a knowledge of landscape design.

We have over 200 acres of nursery stock and are one of the oldest landscaping firms in the Cincinnati area.

CASSINELLI'S GLENDALE NURSERIES INC.
Box 415 Glendale, O.

HELP WANTED

An experienced landscape foreman and a yard salesman for a retail garden center and nursery situated about 10 miles south of Chicago city limits. Write stating age, experience, background, etc.

HAROLD'S GARDEN CENTER & NURSERY
183rd and Halsted Sts. Homewood, Ill.

HELP WANTED

FOREMAN

Experienced nursery foreman can find a good position with excellent chances of advancement in this fast-growing nursery. Three weeks' paid vacation after third year. Other fringe benefits. See or call Ian Waters, Superintendent, **WHITE FLOWER FARM**, Litchfield, Conn.

HELP WANTED

We need a man qualified to design, draw plans and call on our customers. Salary good for suitable man. Located in Virginia. We have a good sales area, excellent stock and a garden center. If interested write giving training, experience and reference of former employer. Address replies to Box 319, care of American Nurseryman.

SITUATION WANTED

College graduate with experience desires position in Baltimore area as garden center manager or landscape designer. Available March, 1957. Address replies to Box 352, care of American Nurseryman.

SITUATION WANTED

Salesman for retail or wholesale nursery. Lifetime experience in all phases of this business. Single, 50 years of age, best of references. Can merchandise nursery stock of all types. Reply to Box 355, care of American Nurseryman.

HELP WANTED—Experienced nurseryman to take complete control of nursery located in western Pennsylvania. Must be capable of propagating and growing all types of evergreens, deciduous trees, shrubs and some knowledge of growing annual bedding plants. Good living conditions and salary. All inquiries will be held in confidence. Write Box 357, care of American Nurseryman, giving all past experience and references of former employer.

FOR SALE

Old-established nursery, garden store and landscape business located on a main traffic road and surrounded by the finest residential areas in the northwest's largest and fastest-growing city. Selected clientele, a money-maker for either a family enterprise or for two partners. Climatic conditions insure year-round operation. A real opportunity. Present owners must retire on account of illness. Address replies to Box 362, care of American Nurseryman.

FOR SALE

Landscape and cash-and-carry nursery established since 1929. 17 miles northwest of Chicago. 15½ acres with 1,000-ft. frontage. Stock includes 20,000 peonies, 10,000 assorted evergreens, plus assorted trees and shrubs. 7-room house with barn connected; cold-storage room, 12x18 ft.; office building; tool shed, and storage shed. One greenhouse, 13x80 ft.; another greenhouse, 17½x80 ft. New home development of over 6,000 homes one-half mile away. Good spot for garden shop.

Address replies to Box 350, care of American Nurseryman.

FOR SALE

Nursery and landscaping, 4 acres. Stock of 9,000 Oriental shrubs, tractor, truck and all necessary equipment. New concrete block 36x41-ft. building, bath house and small greenhouse. Located north of Pittsburgh, fronting U. S. highway. Owner sacrificing, \$14,500. Terms.

Write Box 359, care of American Nurseryman.

FOR SALE—Used 30-lb. tins, \$50.00 per 1000 in carload lots. F.O.B. Frankfort, Mich. Car average 6000-tin capacity. Cans cleaned before loading. For freight rates see your local agent. Lids available at \$15.00 per 1000. Samples on request. **PET-RITZ FOODS DIVISION, PET MILK CO.**, Frankfort, Mich.

HELP WANTED—Garden center manager for western Pennsylvania, experienced in handling evergreens, deciduous trees and shrubs with full knowledge of merchandising and sales promotion. Year-round employment and living quarters. Reference is necessary. All inquiries will be held in confidence. Write Box 358, care of American Nurseryman.

HELP WANTED—Manager for seed store, nursery and garden center in upper midwest city of 16,000 population. Year-round position. Established firm. Salary, plus percentage of gross. Write giving experience, age, marital status, health, references and present position. All information will be kept confidential if requested. Address Box 360, care of American Nurseryman.

SITUATION WANTED—Middle-aged man with a "green thumb" offers his services to an established nurseryman, plus thousands of started cuttings and seedlings of the winter hardy ornamentals. Write Box 354, care of American Nurseryman.

HELP WANTED—Experienced man to help in operation of small nursery and landscape business. This is a steady position with good salary for qualified person. Write giving full details. **BLODGETT NURSERIES**, R. D. 3, Perkasi, Pa.

WANT ADSDisplay: **\$4.50** per inch, each insertion.Lines: **40c** line; Minimum order **\$4.00**.**FOR SALE**

By owner (retiring)—nursery, greenhouse and shop suitable for florists' trade, 4-room home, $\frac{1}{2}$ acre, own water. Fine district, same place 19 years. Priced to sell. Well stocked.

F. W. BOYER
126 Elkay Dr. Eugene, Ore.

FOR RENT

Retail nursery salesyard, located in northeastern Pennsylvania in center of 150,000 population. Established business can be easily doubled. Small investment for all or part of stock. Address replies to Box 353, care of American Nurseryman.

FOR SALE

Small landscaping business. Owner is retiring. Address replies to 1833 Roosevelt Ave., Indianapolis, Ind.

FOR SALE

Established nursery business, 2 greenhouses, 12,000 azaleas, 2 acres of 1, 2 and 3-year-old outdoor plants, new home, heat, bath, 6 acres, good location, \$25,000 for all.

CARL L. WRIGHT, Real Estate
29 Commerce St. Smyrna, Del.
Phone: 9978 or 9455

FOR SALE

Garden center with excellent potential and low overhead. Ideally located in central Pennsylvania. Well accepted by growing community of 100,000 population. Will sell outright or accept qualified active partner. Present owner willing to continue financially if necessary. Minimum capital required \$7,000. Write Box 351, care of American Nurseryman.

FOR SALE

Small nursery and landscape business. Good growth possibilities. Six-room house with improvements, barn, out-buildings, approximately 20 acres.

McNICOL ESTATE
Lewes, Del.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-0404
1080 Magnolia Ave. Elizabeth, N. J.

THE GRAFTER'S HANDBOOK

By R. J. Garner

Covers almost every known method of grafting. Describes seeding and vegetative propagation of rootstocks, handling of scion wood, choice and use of tools. 223 pages; with 24 pages of photographs and many line drawings (1949).

\$4.50 per copy, postpaid.

AMERICAN NURSEYMAN

343 S. Dearborn St. Chicago 4, Ill.

NEW CHRYSANTHEMUMS

The North Platte experiment station of the University of Nebraska, North Platte, Neb., announces the release of three new chrysanthemums, which are described as follows:

NP 624 Prairie Sunshine—This promises to be one of the best early yellow garden chrysanthemums, with a 90-day season of bloom that starts early in August and continues until hard frost in late October. Prairie Sunshine has big flowers borne singly on strong 9 to 14-inch stems. The plant is rather open, but this defect is hidden by a continued procession of flowers through the blooming season. Under good growing conditions, plants are two feet tall by three feet or more across. The foliage is gray green and quite disease free. The flowers range from two and three-quarters to four inches across with good depth and substance. They are full double, with no disk even when past maturity. The variety seems well adapted to conditions all across the United States and in southern Canada. It produces a somewhat limited number of strong rhizomes, and the variety must be classed as a slow propagator. It is an excellent cut flower, long-lasting in arrangements and good for corsages. The plant is excellent in the border, because of its extended season of bloom.

NP 729 Dune Sand—This is a cross of the frost-tolerant NP 815 and C. nipponicum hybrid Kiwanis, and has considerable frost tolerance. The plant is strong and upright, with a height of 30 to 36 inches and a width of 36 to 40 inches under good growing conditions. Branches are long enough for cutting, with foliage deep, dark green, dense and disease resistant. The flowers are double but generally show a small, inconspicuous disk at late maturity. The color is a soft, clear fawn yellow that combines well with other colors. Individual flowers are two to two and one-half inches across and one inch deep. Their substance is good. Flowers are borne in clusters of 10 to 30 at the end of long sprays, excellent for cutting. When in full bloom the flowers are no numerous that all foliage is hidden. Its season is late September until hard frost. The plant is a good propagator and has proved well adapted to conditions across the northern half of the country.

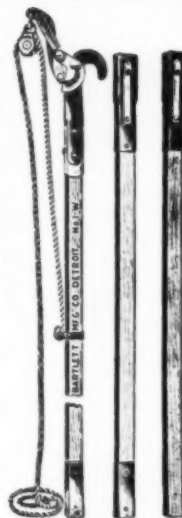
NP 708 Gold Ribbon—This is a border variety, cushionlike in form, 12 to 15 inches tall and 20 to 24 inches across. Its foliage is dark green, and the sturdy plant holds its

Work Without A Ladder

BARTLETT

1-WJ PRUNER

Eliminate fatigue — work faster — take the stretch out of pruning. The No. 1-WJ Pruner, with 4-ft. sections, makes an 8, 12 or 16-ft. pole. Compound lever action head cuts large limbs as easily as small ones. The ideal all-purpose pruner.



2-pole sections,
\$17.50*

3-pole sections,
\$22.45*

4-pole sections,
\$27.40*

No. 999 HAND PRUNER

Best hand pruner made, 9-in. drop-forged tool steel with crucible steel blade and hardened hook. **\$6.55***

No. 114B UTILITY SAW

All-around, fast-cutting saw with 26-in. blade and horn at top of handle. Easily filed teeth.

No. 114B \$9.10*

With belt snap 9.70*

*All prices delivered in U.S.A.

TREE PAINT

For treating all pruning wounds. Will not crack, freeze or blister. Easily applied with ordinary brush. $\frac{1}{2}$ -pt. to 1-gal. cans.

95c to \$5.50
Delivered in U.S.A.

Attractive steel paint display rack fully stocked costs only \$7.25 F.O.B. Detroit via express. Retail value \$14.50. Refills in case lots at jobber prices. Write for complete catalog.

**TREE SURGERY SUPPLIES**

BARTLETT MFG. CO.
3058 E. Grand Blvd.
DETROIT 2, MICH.

Protect Fruit Trees and Plants with **Z.I.P.**



**Proven Taste Repellent
Against Deer,
Rabbits and Rodents**

Z.I.P.

**Introducing As a Crow
Repellent**

Tested and Approved

Z.I.P. has been tested and approved by state experimental stations in Massachusetts, Michigan and Connecticut and by wildlife technicians of U. S. Department of Interior.

As little as a quart of Z.I.P. treats a bushel of seed and gives excellent results.

Sold in quarts and larger sizes.

Larvacide Products, Inc.

117 Liberty St., NEW YORK 6, N. Y.
1515 Third St., SAN FRANCISCO 7, CAL.



Please send me free literature giving local dealer's name, also valuable information on repellents. Also give me crop requirements.

Name

Address

City Zone State

AN257

Reliance

The recommended fertilizer for
AZALEAS and CAMELLIAS
Complete nourishment for acid-soil plants

Send for FREE BOOKLET—this authoritative guide on Azalea and Camellia culture mailed on request



THE RELIANCE FERTILIZER CO., SAVANNAH, GA.

shape well even through severe storms. The flowers are light orange to deep yellow, one and one-half to one and three-quarters inches across, very double, of an excellent substance. Blooms extend from August until November, with the peak of bloom in early September. The plant appears well adapted to conditions over much of the United States and in lower Canada. Though this is primarily a chrysanthemum for the border, the flowers are useful in low arrangements and for corsages and last well when so used.

COUNTRY FAIR FORUM

[Continued from page 8]

counts were responsible for an increase in sales volume, and some stated that they would open a charge account for anyone. A warning was made to the group that charge accounts extended over 90 days from the date of sale diminished the profit of the sale considerably.

Labor Charges

Costs of planting figures given showed a variance of 30 to 150 per cent, depending on the size of the job, materials involved, time of year and sundry other reasons. Labor mark-up varied from 100 to 150 per cent. Mr. White explained that when a regular customer required one of his employees for a job a specific cost is determined beforehand, with a minimum set at \$12.50 for one man in one truck for one hour.

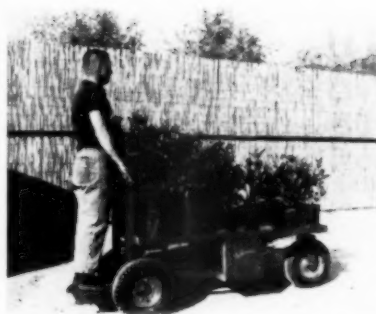
To offset any complaints about additional labor charges for maintenance or original planting jobs, one nurseryman suggested that the bill read "plantmen" at so much per hour, rather than "labor" at so much per hour. It was generally agreed that all customers should be charged the same price for labor involved in a job. Most of the nurserymen at the panel discussion stated they would raise labor and planting prices this year, to help offset their increased overhead.

Practices in handling delivery charges were varied, but all persons present agreed that there should be a delivery charge. One retailer makes deliveries and charges a fixed cost per mile; another charges \$1 for small items, which are delivered on specific days, with sales in excess of \$25 being delivered free of charge in the country; several deliver nothing under \$15; a large number offer free delivery, with anticipated delivery cost figured into the selling price of the item or items. It was pointed out by several in the group that this last-named practice short

**THE ELECTRIC
"Taylortruck"
IS SOLVING
THE NURSERY
LABOR PROBLEM!**



ONE MAN . . . DOING THE WORK OF TWO . . . WITH THIS 1/4-TON ELECTRIC TAYLORTRUCK



Model AN, 1/4-ton, 3-wheel. Carries 60 gallon containers or 15 egg (or 5-gallon) containers or 500 lbs.



Here is a laborsaving device that pays for itself! **ELECTRIC TAYLORTRUCKS** give years of trouble-free service with **QUIET, POWERFUL** and **FUMELESS** handling of nursery stock and supplies.



With the use of tracking trailers, one man can move in a single trip as much as can be carried in 6 wheelbarrows—and many times faster!

Distributed by:



Meadows Brothers



Write for information or free demonstration.

P. O. Box 146

2664 N. Fair Oaks Ave.

ALTADENA, CALIF.

Phone: SYcamore 7-1171

WRITE FOR NAME OF NEAREST DEALER

changes the cash-and-carry customer.

Among the many ideas brought out in the panel discussion on the "Use of Herbicides in the Nursery," with A. M. S. Pridham as moderator, were the following:

Weed Control

Special treatment with herbicides can be of value in supplementing normal soil preparation and cultivation practices. Herbicides can be used with good results on seedling weeds in fall and early winter when plants are dormant. Injury to nursery stock is much less likely then than during the spring and summer when young foliage is present after bud break. Young growth is particularly susceptible to injury, just as young weed

seedlings are easily killed while large, mature weeds require more drastic treatment.

Weed populations can be reduced prior to planting nursery stock by careful soil preparation, to insure good physical condition; fertility, and a sequence of diskings as young seedlings develop. Crop rotations to include a year of hoe cropping prior to planting was noted as a practical procedure in cleaning up such perennial weeds as artemisia, quackgrass and others.

Soil Fumigation

The use of auxiliary procedures for seedbeds, potting soil and, in some cases, for large areas of outdoor beds includes soil fumigation. Dowfume is popular for this purpose,

though steam is used for potting soil and container soil. Soil temperatures are critical for successful use of these procedures. Dowfume and other soil sterilants need to be used on loose, open soil when the temperature is 60 degrees or more, for best results. The placing of airtight frames or tarpaulins is also essential to contain the Dowfume for the required period of fumigation. Planting can be done after a week or more of aeration.

Cases were reported of full sterilization followed by protection of the soil with polythylene or other cover during the winter so that the soil could be planted early in spring. The cover kept out weeds and contact with rubbish or equipment that would reinoculate the soil with weed seeds, disease or nematodes. A cost

NOW IS THE TIME TO ORDER

ASBESTOS BENCHES

*Rough Brothers is
your guarantee of
quality benches!*

DURABLE — LONG LIFE — ELIMINATES FUNGUS GROWTH — WILL NOT CRACK WHEN STERILIZING.

ROUGH BROTHERS GREENHOUSES BUILT to fit your NEEDS ALUMINUM or WOOD



Rough Brothers greenhouses are available in a wide choice of types, sizes, lengths and styles.

Let Rough Brothers design and build the house best suited for your particular growing needs.

ROUGH BROTHERS

is equipped to furnish and install the proper cooling equipment for your greenhouses

FLORAL BREEZE Cooling System



ROUGH BROS.
GREENHOUSE MANUFACTURERS & BUILDERS
4229 Spring Grove Ave., Cincinnati 23, Ohio
Phone Kirby 1-6180

FILL OUT COUPON

- Send me quotation on Benches
..... Send me information on Greenhouses
..... Send me information on Floral Breeze

Name.....

Address.....

City..... State.....

of \$25 for sterilization of a seedbed 12x150 feet was cited by one grower.

After nursery crops are planted, clean cultivation is desirable. This may be supplemented by the use of herbicides in low amounts and specific types for control of seedling weeds. Crag Herbicide-1 was noted, also granular formulations of CIPC or chloro IPC. These formulations are relatively new to the nursery industry. The particles and granules carrying the weed killer fall off the foliage and lie on the soil where their full effect in weed control can take place. Present source of granular CIPC is Niagara Chemical Division, Food Machinery & Chemical Corp., Middleport, N. Y. Many other herbicides are being prepared in granular form.

Nursery stock that is to remain in place over winter or for several years presents a major problem, since perennial weeds easily become established. Fall treatment while plants are dormant becomes of first importance. Treatments can be made from late September till bud break in spring.

Questions arose concerning spring cleanup of the nursery and control of difficult weeds. Dinitro and CIPC were both reported useful in taxus and other dormant woody ornamentals. Rates of two gallons of dinitro (DNBP) to 100 gallons of spray per acre, or two to three gallons of CIPC to 100 gallons of water were reported successful in clearing an acre of stock at a cost of \$50, as compared to several hundred dollars for a comparable job by conventional methods.

Amino Triazole

Control of artemisia in taxus was reported, using 16 pounds of commercial preparation of amino triazole or eight to 12 pounds of active ingredient per acre. The spray can be confined to the soil usually cleared by hand hoeing. Thus the amount of chemical (16 pounds per 100 gallons of spray mix) would clean up from one to three acres of nursery stock. An alternate procedure noted was the removal of nursery stock and subsequent plowing and cultivation to clean up the soil.

Amino triazole in amounts as low as one pound of active or two pounds of commercial formulation per acre has given excellent control of normal ground coverlike infestations of poison ivy. Larger, mature plants require several times this amount, as well as careful spraying, to bring about complete coverage.

Amino triazole has been used ex-



FOG-MIST NOZZLE

for Propagation and Humidity Control

LONGER LIFE

PRECISE PERFORMANCE

BEST NOZZLE ANYWHERE

Stainless Steel Orifice Insert
Stainless Steel Target Screw
Monel Metal Cylindrical Screen
Phosphor Bronze Alignment Brackets

Nozzle No.	Orifice Size	At 20-pound Pressure Diameter G.P.M.
550-A	.028 in.	7 ft. .1
550-B	.060 in.	12 ft. .3
550-C	.080 in.	18 ft. .7

Price, \$2.95 each, postpaid. One dozen, \$2.36 each, postpaid with check or money order. Guaranteed. 3% tax in Florida.

SPRAYERS AND NOZZLES SALES

2575 28th Ave., No.
ST. PETERSBURG 4, FLA.

HYPONEX PLANT FOOD

Grows Better Plants Faster
In SOIL, SAND or WATER

SELL HYPONEX for extra profit. Nationally advertised. Millions are now buying it for house plants, garden flowers, vegetables, lawn...
USE HYPONEX for top dressing, seedlings, cuttings, transplanting and general feeding of plants. Produces sturdier stock in less time.

Retail Price	Dealer & Grower Cost
1-oz. pkt. 10¢—72 to cs. wt. 7 lbs.	\$ 4.80 case
3-oz. can 25¢—36 to cs. wt. 12 lbs.	\$ 6.00 case
7-oz. can 50¢—24 to cs. wt. 14 lbs.	\$ 8.00 case
1-lb. can \$ 1—12 to cs. wt. 16 lbs.	\$ 8.00 case
10-lb. drm. \$ 8—individually packed	\$ 5.35 each
25-lb. drm. \$15—individually packed	\$10.00 each
50-lb. drm. \$25—individually packed	\$16.67 each
100-lb. drm. \$40—individually packed	\$26.67 each

1 lb. makes 100 gallons liquid plant food.

If Your Jobber Cannot Supply You, Order Direct.

HYDROPONIC CHEMICAL CO., Inc., Copley, Ohio, U.S.A.

You Save Money

**BY BUYING DIRECT
FROM**

Tapscott's
OWENSBORO, KY.

**We Ship Immediately
- Maybe Sooner!**

perimentally in a variety of nursery stock. Junipers in late summer growth turn yellow, as do arborvitae and chamaecyparis. This result also applies to young growth from buds and foliage of shrubs with soft buds and tissue. Maple, apple, oak, ash and other trees of 2-inch trunk diameter have not shown more than light, temporary response.

Injuries Cited

Nurserymen cited cases of injury to nursery stock from several herbicides. The cases included calcium cyanamid used among azaleas for fertilizer purposes. The foliage showed discoloration and marginal killing. Crag Herbicide-1 failed to control weeds in wet weather, and CIPC injured young growth from soft buds of *Viburnum lantana* and others. CIPC used in summer on newly set taxus caused injury when spray was used over the plants.

Phlox iberis, *myosotis* and *echinops* were injured by granular CIPC under summer growth conditions, but roses and chrysanthemums were uninjured by summer treatments with granular CIPC in amounts great enough (eight to 12 pounds of active chemical per acre) to effect excellent weed control over a period of several months. Longer residual action is found in cool weather, when volatilization of the CIPC is greatly reduced over that existing after summer sprays.

Grower experience again indicated that herbicides are being used in the nursery with success. Many growers want more specific information on the amounts of and types of weed killer for use on specific crops. Recent acceptance of fall and winter to early spring weed-control practices will likely lead to more effective use of herbicides under conditions of minimized risk. During the summer, cultivation is by far the safest procedure.

Collecting Accounts

In the discussion on collecting retail accounts, the group decided that a collection system must be devised to meet the individual nursery, its particular problems and type of retail customs and agreed that persistence is the key. Close attention should be given to past-due accounts and regular follow-up should be made.

Mr. MacRobbie presented the collection sequence used by the Oak Park Nurseries, which included the invoice, which is prepared when the order is filled. The first statement is mailed the first of the month for orders filled during the first 15 days of the preceding month. If the bill

STOP PESTS and BOOST SALES



SCALECIDE

The superior dormant spray — a best seller for 50 years! The safest, most effective way to kill scale, aphid, red mite and other overwintering insects.

	Retail	Packed	Dealer
1-pint can	\$0.95	12 to case \$ 6.84
1-quart can	1.39	12 to case 10.00
1-gallon can	3.25	6 to case 11.70



**PRATT'S
HOME AND
GARDEN
INSECT SPRAY**

An all-purpose liquid concentrate for spraying outdoors and indoors. Contains 5% Lindane and 12½% premium-grade Malathion. Dilutes 1 to 200 for fruits, vegetables, flowers, lawns, pets. Used also for mosquitoes, flies, ants, roaches, spiders, etc. Has no sediment — does not clog sprayers.

	Retail	Packed	Dealer
8-oz. bottle	\$1.50	12 to case \$10.80
1-pint bottle	2.25	6 to case 8.10
1-quart bottle	4.00	6 to case 14.40



**PRATT'S
SHOT GUN
GARDEN SPRAY
OR DUST**

The one-package spray assortment. Contains such modern insecticides as Malathion, Methoxychlor and Captan for the control of insects and disease.

	Retail	Packed	Dealer
½-lb. dust gun	\$1.29	12 to case \$ 9.25
1-lb. canister	1.59	12 to case 11.45
3-lb. bag	3.59	6 to case 12.92

Prices slightly higher west of Mississippi River

Write for prices on the complete Pratt Line

B. G. Pratt Co., 190 Twenty-First Ave., Paterson, N. J.



**PRATT'S 72%
CHLORDANE**

This versatile insecticide concentrate gives customers an easy do-it-yourself way to control termites. Many uses for household and garden pests, especially ants. Contains 8 lbs. Chlordane per gallon.

	Retail	Packed	Dealer
1-oz. bottle	\$1.25	12 to case \$ 9.00
½-pint bottle	2.00	12 to case 14.40
1-pint bottle	3.59	6 to case 12.92
1-quart bottle	5.65	6 to case 20.34



**PRATT'S
SODIUM
ARSENITE
WEED KILLER**

An all-purpose, super-strength wood killer that every customer with a weed problem will buy. For walks, roadways, tennis courts, yards. Also kills poison ivy, termites, etc.

	Retail	Packed	Dealer
1-quart can	\$0.99	12 to case \$6.18
1-gallon can	2.40	4 to case 6.24



**D-X
AERO
SPRAY**

A wonderful seller to customers who have African Violets and other house plants. This handy spray bomb makes it easy to kill insects on flowering and foliage plants. Powerful — yet non-poisonous to people and pets.

	Retail	Packed	Dealer
12-oz. spray bomb	\$1.50	12 to case \$10.80

ADAIR'S MONEY-MAKERS
Tree Diggers — Root Pruners
Special Cutter Blades
CHARLES ADAIR CO.
1225 Cottage Grove Ave.
CHICAGO HEIGHTS, ILL.

Send for samples and prices of "NO-ROT" Green Burlep. Write today to:
NEW YORKER BAG & BURLAP CO.
651 Marshall St., Elizabeth, N. J.

ActivO puts LIFE in your SOIL!

Without the balance and dynamic energy of bacteria, bioties, hormones, enzymes, vitamins and trace minerals, your soil may be poorly productive and your plants more subject to disease no matter how many chemicals you use.

All-organic ActivO supplies these vital forces of Nature at low cost. Just mix it with mulches, fertilizers, seed — or directly into soil. **TRY IT!** Money-back guarantee. \$6.95 size energizes 6500 lbs. of fertilizers, etc.

BENSON-MACLEAN
BRIDGETON 2, IND.

Hawaiian FERNWOOD Poles California
Plants cling to it! Redwood
FREE CATALOG
FERN HAWAII COMPANY, Inc.
P.O. Box 216 111 West 'C' St.
TE. 4-5101 WILMINGTON, CALIFORNIA

FINEST LAWN AND GARDEN PLANT FOOD IN AMERICA!

NUTRO

PLANT FOOD *PELLETS*



Manufactured by one of the largest, most reliable and experienced producers of plant food.

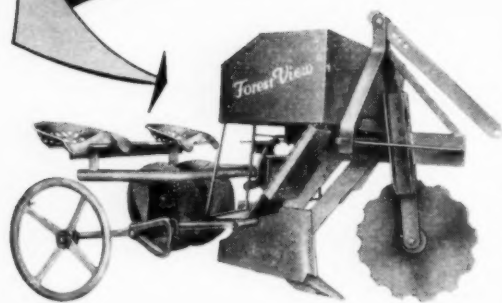
Professionals and homeowners alike are switching to Nutro. The reason is its superlative condition and ease of application. Nutro's highly uniform, free-flowing, dustless pellets set a new standard in plant food. Old-type fertilizers never quite satisfy again.

Nutro contains all the primary plant foods plus MN, a fortification of rare elements at the recommendation of horticulturists.

Stock and use Nutro Plant Food Pellets, together with the complete Nutro plant food family: Nutro Rose Food; Nutro Azalea-Camellia Plant Food; 100% organic Nutronite; Nutro Soil Corrector and Nutrolene, completely liquid plant food. Let us send you samples.

SMITH-DOUGLASS CO., INC.
NORFOLK, VA.

Forest View TANDEM PLANTER
.... cuts tree planting time and costs



- Exact, positive spacing with exclusive timing wheel
- Correct planting depth on any terrain with special contour lever
- Exclusive, scalloped counter wheel for fast, easy cutting of sod, etc.
- Twin-seat design cuts planting time in half

The most rugged, versatile tree planter ever built, the ForestView Tandem Planter assures fast, low-cost planting of seedlings, lining-out stock, potted material or other small plants. Easy to operate lever control permits instant adjustment to even the most rugged terrain. The newly designed, patented trencher shoe speeds planting of potted material and liners without damage. Precision alignment of stripper bar prevents clogging by weeds and undergrowth. Commercial steel construction throughout—ball-bearing mounted heeling wheels. Mechanized planting eliminates human error—insures better survival.

Write today for literature and prices — FREE

Dealer Franchises Being Made Available on a National Basis. Send for complete details on dealer discount plan.

FORESTVIEW EVERGREEN NURSERY
Dept. AN Germania, Penna.



is not paid, a collection letter is mailed two weeks after the first statement. A second statement is mailed the first of the following month, rubber-stamped with a reminder of the overdue bill. This is followed by a second collection letter. If the debt is still outstanding a week after the second letter, a telephone call is made to the customer.

The collection letters are in the form of reminders, rather than threats. A detailed account on collection action on overdue accounts is maintained by one person at the nursery, including the invoice dates, amount of invoice, dates the first and second collection letters were mailed and comments. Under this system, the losses of the nursery on retail accounts total less than 1 per cent.

Advertising

A coordinated advertising campaign or a series of advertisements is needed, began Howard Taylor in his discussion on advertising methods and budgets. Consistency is needed; special editions in which a nurseryman has an advertisement once a year are no good.

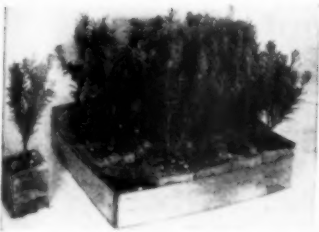
In order to plan a campaign in a newspaper or a magazine it is necessary to set up a budget. It should not be greatly deviated from in a given season. The percentage of gross sales to set aside for the advertising budget should not exceed 6 per cent, probably, said Mr. Taylor; 5 per cent should be the goal.

A nursery firm should advertise the year around, believed Mr. Taylor. In the off-season, the direct-mail approach can be used, employing inexpensive cards and pamphlets. The direct-mail list is important, being composed of all customers' and prospective customers' names obtained from building report lists.

Mr. Taylor showed a copy of the catalog his firm employs. Being about half in color and half in black and white, the catalog costs about 50 cents to produce. Last year 16,000 copies were mailed in early spring. The catalog contains prices, is a prestige builder and boosts spring sales.

A nurseryman in the group believed more mailings of a smaller piece would be more effective. He believed that quoting prices in the catalog could be replaced by sending out a separate price list.

Mr. Taylor read a possible advertising budget for a retail salesyard with landscaping service. It designated 50 per cent for newspaper advertising, 27 per cent for direct mail, 17 per cent for radio and television, 1.5 per cent for reminder advertising



Taxus grown in 2 1/2 x 3-in. bands and 3-SX PlanTrays at D. Hill Nursery, Dundee. Hill's treats bands and trays with special preservative for this job (formula on request).

BALL BETTER PLANT BANDS

The most effective method of maturing lining-out stock is to use Ball Veneer Plant Bands and PlanTrays. Banded evergreens lend themselves to better handling methods all the way from the propagation bench to the shipping room and field.

No root-pruning—no expensive digging labor—no transplanting shock.



Mugho Pine liners in 2 1/2 x 3-in. Ball Veneer Bands at Hill's after two growing seasons in outdoor frames.

BALL VENEER PLANT BANDS

Size	Units of	Shipping Weight per 1000	Per 1000 in quantities as shown below			
			0 to 9000	10,000 to 24,000	25,000 to 49,000	50,000 and up
1 3/4 x 1 3/4 x 2	2000	17 lbs.	\$5.85	\$5.50	\$5.15	\$4.90
1 3/4 x 1 3/4 x 2 1/2	2000	18 lbs.	6.00	5.65	5.25	5.00
2 x 2 x 2	2000	19 lbs.	6.00	5.65	5.25	5.00
2 x 2 x 2 1/2	2000	20 lbs.	6.15	5.75	5.35	5.10
2 x 2 x 3	2000	21 lbs.	6.30	5.90	5.50	5.20
2 1/2 x 2 1/2 x 2 1/2	2000	22 lbs.	6.70	6.30	5.90	5.60
2 1/2 x 2 1/2 x 3	2000	23 lbs.	7.15	6.70	6.25	5.95
3 x 3 x 3	1000	33 lbs.	7.45	7.00	6.50	6.20
3 x 3 x 4	1000	45 lbs.	7.80	7.30	6.85	6.50
4 x 4 x 3	1000	45 lbs.	7.80	7.30	6.85	6.50
4 x 4 x 4	1000	48 lbs.	8.85	8.30	7.75	7.40

BALL VENEER PLANTRAYS

Size	Dimensions	Units of	Wt. per 1000	Prices per 1000 as shown below		
				0 to 1000	1000 to 2500	2500 and up
No. 1-R	(holds 12 1 3/4 x 2 1/2 bands)	125	88 lbs.	\$46.30	\$44.20	\$42.30
No. 2-R	(holds 12 2 x 2 1/2 bands)	125	104 lbs.	49.40	47.20	45.20
No. 2-X	(holds 12 2 x 2 1/2 bands)	125	240 lbs.	62.90	59.20	55.50
No. 3-X	(holds 12 2 1/2 x 2 1/2 bands)	125	288 lbs.	69.70	65.60	61.50
No. 4-X	(holds 12 3 x 3 bands)	125	320 lbs.	76.50	72.00	67.50
No. 1-S	(holds 25 1 3/4 x 2 bands)	125	160 lbs.	55.20	53.00	47.80
No. 2-S	(holds 25 2 x 2 bands)	125	216 lbs.	60.80	56.90	52.70
No. 3-SX	(13 x 13 x 2 1/2—holds 25 2 1/2 x 3 bands)	125	400 lbs.	96.95	93.95	87.95



GEO. J. BALL, INC.

ROBERT C. CHASE, NURSERY REPRESENTATIVE

WEST CHICAGO, ILL.
PHONE 299

JIFFY-POTS

Made of Peat—Plant Pot and All

All sorts of nursery stock, including evergreen seedlings and cuttings, may be grown to advantage in Jiffy-Pots.

Fast-rooting deciduous softwood cuttings are particularly well suited. Roots grow right through the pot.



Forsythia 6 weeks after planting in Jiffy-Pot.

Write for our nursery circular.

2 1/4-Inch

	Per 1000
3000 to 18,000 (3000, \$21.75)	\$7.25
21,000 to 72,000	6.75
75,000 and up	6.50
Sold in cases of 3000. 35 lbs. per case. Minimum order 3000.	

3-Inch

	Per 1000
1500 to 9000 (1500, \$19.88)	\$13.25
10,500 to 49,500	12.25
51,000 and up	11.25
Sold in cases of 1500. 35 lbs. per case. Minimum order 1500.	

F.O.B. West Chicago, Ill.; Bayonne, N. J.; Allentown, Pa.; Santa Paula and San Francisco, Calif.; and Portland, Ore.

(give-away items), 1.5 per cent for publicity and 3 per cent for miscellaneous and reserve.

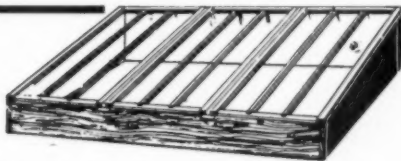
In order to test any type of advertising, one should go through one full season. If an advertisement pulls one season it is usually best to repeat it, believed Mr. Taylor. He thought it effective to use prices in an advertisement in order to build up trust and establish the nursery as a 1-price concern. Every plant should be labeled carefully in the nursery and be dug before sale. It is a big mistake to let customers go into the field to select stock.

Metropolitan Papers Used

Mr. Taylor has found New York newspapers effective for advertising, even though his nursery is interested in only 15 per cent of the circulation list. He has found weekly newspapers effective, for while they contain gossip, they are read avidly. There are cut-rate prices in metropolitan newspapers, said Mr. Taylor, but this should not be feared. The higher price will make a firm's name stand out and people will realize quality stock is being offered.

Price leaders can be used, but they should not be out of line. It is good to offer items which are not common in advertising, but the plants should

ELECTRIC HOTBEDS



These Redicut Hotbeds are made of No. 1 Pecky Cypress full 1 in. thick. The back is 18 ins. high; the front is 12 ins. high; the ends slope (see drawing above). Easy to install. The sash will slide down or up for ventilation.

	Complete with Glazed Sash and Rafters	Add for Automatic Electric Heating Unit
3 x 4 feet	\$15.00	\$17.50
4 x 4 feet	25.00	22.25
6 x 4 feet	36.00	22.25
12 x 4 feet	41.00	29.74
15 x 4 feet	55.30	29.74
6 x 6 feet	33.10	22.25
9 x 6 feet	47.90	29.74
12 x 6 feet	60.45	34.40
15 x 6 feet	75.25	58.82
18 x 6 feet	87.80	58.82

Now you can grow plants all winter and root cuttings fast for a few cents a day with thermostatically controlled, invigorating, uniform heat so necessary for optimum growth. Lead-covered cable and automatic thermostat by General Electric. Satisfaction guaranteed. Heating units can be purchased separate for your present hotbeds. You will be amazed with results. Catalog No. 155 gives detail information.

YOH & HOOKER GREENHOUSE CO.
YOUNGSTOWN, O.

be hardy. The foremost thing is to draw people to the nursery through newspaper advertising.

A slogan or trade-mark should be carried in all advertising. The Rose-dale Nurseries' leaf is repeated in all

advertising, on truck signs and on wrapping paper. To this Mr. Taylor added that it is good to have signs repainted every year.

If total replacements, adjustments and bad debts do not exceed 2 per



Now!

You can increase your plant numbers scientifically!

USE

PLANT PROPAGATION

By JOHN P. MAHLSTEDT and ERNEST S. HABER, both of Iowa State College, Department of Horticulture.

The most modern technological developments in plant propagation are described for you in this new and useful book. It is chock-full of practical information to help you determine for yourself the best method of propagating any plant. First, the authors emphasize the reason *why* a particular method is used in propagating a plant either sexually or asexually. Then they interpret these facts in terms of the various processes carried on by the plant, or in terms of structure and growth. You are thus able to survey, evaluate and summarize the problem presented by your particular plants.

Among the new techniques discussed are the use of hormones for speeding up the rooting of cuttings and the use of substitute media such as vermiculite and volcanic ash. You will find the material authoritative, easy to understand and clarified by numerous illustrations and diagrams.

Some of the outstanding features:

- new techniques of propagation
- new methods of producing hybrids
- propagation of house plants
- new techniques in seed production
- mist propagation
- use of polyethylene
- use of "pollen steriles"
- propagation of lower plant forms
- various structures used in plants

1957 413 pages 188 illus. \$7.50

Send today for a 10-day ON-APPROVAL copy!

JOHN WILEY & SONS, Inc. AN-27
440 Fourth Ave., NEW YORK 16, N. Y.

Please send me PLANT PROPAGATION to read and examine. Within 10 days I will return the book and owe nothing, or I will remit \$7.50 plus postage.

Name

Address

City..... Zone.. State.....

☐ SAVE POSTAGE! Check here if you ENCLOSE payment, in which case we pay the postage. Same return privilege, of course.

cent of sales, the nurseryman is on firm ground, said Mr. Taylor. It is difficult to check on customer credit, but this year he is having all charge-account customers fill out a form, although the references will not be checked in most cases. This, he believes, will encourage better accounts.

Discussion Session

About 45 persons gathered for the bull session—so called because any nursery problem may be brought up for discussion.

To start the ball rolling, Mr. Costich set forth his responsibilities at Hicks Nurseries, namely, management of the retail cash-and-carry stand, although that task does not preclude handling charge accounts. In fact, about 60 per cent of the business of the cash-and-carry stand is admittedly charge business.

It was suggested that sales could be increased by: 1. Having well-trained personnel developed by a sales-training program in the firm. 2. Keeping salesgrounds clean, neat, attractive and well-stocked at all times. 3. Keeping good sales records as a guide for future buying. 4. Keeping down the diversity of chemicals and garden supplies and concentrating on one good line. 5. Pushing tie-in sales; e.g., selling not only the plant but the fertilizer and appropriate insecticide to keep the plant healthy. 6. Offering new plant materials. 7. Stimulating greater sales effort by some type of incentive program.

The inevitable discussion of guarantees disclosed the fact that guarantees ran from none to full replacement. It was thought by some that "adjustment" is a better approach than "guarantee." It was agreed that it is more important to have a company policy and adhere to it than to have a guarantee. However, it was also agreed that there are always exceptions in the interest of good customer relations.

To obtain an adjustment it is felt necessary for the customer to return the dead plant and to have paid for the merchandise within a 30-day period.

OKLAHOMA CONVENTION

[Continued from page 13]

procedure to follow in seeking help from the counsel or registering complaints with the commission were printed in a recent A. A. N. newsletter.

Mr. Lauden also told of the market development and promotion program covering roadside development and industrial landscaping; both

More Trees . . . Better Stands

NEW DRUG HELPS CONTROL DAMPING-OFF, GIVES AS MUCH AS 100 PER CENT PROTECTION

The drug that has proved so highly and uniformly effective is SUNOX. College-tested and field-proved over a period of years, SUNOX is now widely used as a standard procedure in preventing Rhizoctonia-caused diseases. A soil fungus, Rhizoctonia solani, ranks as a major agent of damping-off in seedbeds and in cutting benches. It attacks liners in the field and mature plants and shrubs in the homeowner's garden.

"We applied SUNOX in a test for control of pre-emergence damping-off on both black and white spruce. Damping-off killed 75 per cent of the seedlings in the control bed, 50 per cent in the recommended treatment and less than 10 per cent in double the recommended measure," reported a large grower in the Midwest.

"A marked reduction in the mortality of the small trees was noticed immediately after application of SUNOX," another large grower in the south reported. "We made three applications on the affected areas with significantly good results."

ECONOMICAL!

1 lb. of SUNOX makes 320 gallons of treating solution at a cost of 2c per gallon and less. 1 gallon will treat 8 sq. ft. of rooting medium or 4 sq. ft. in the field. Write for prices and literature.



MIDVALE CHEMICAL CO.

P. O. Box 206

LODI, N. J.



TOMATO SUPPORT

Model 543 - 9E

Has three 43" Heavy Metal Stakes, Two 9 inch loops.

Put around the plants early. Heavy stems protruding may be tied to support as plant nears production growth - Extra stake furnished to support the early growth.

Bright green enamel finish.

This is an Ideal Garden Gadget.

Send for folder today.

LANSING SPECIALTIES MFG. CO.

Dept. AN 57, 918 Clark Rd.

LANSING 17, MICH.

The Most Complete Line of PLASTIC FLOWER POTS Available Anywhere!



Write for Price List

UNION PRODUCTS, INC.
Leominster, Mass.

efforts have been making steady progress. He also referred to the merchandising and sales bulletins.

Income tax reporting as it affects nurserymen was reviewed by Mr. Lauden. The outcome of the confused situation is dependent upon what is written into the new rules and regulations under the revised code. The A. A. N. has made further representations, and a decision by the internal revenue service should be available soon.

Of interest, also, to members was his report on the federal housing situation. Mr. Lauden said that the new minimum property requirements are much improved over the old ones insofar as landscaping is concerned, but they still leave much to the discretion of the local authorities.

Mr. Lauden urged Oklahoma nurserymen to learn what kind of plant materials will be needed in highway beautification programs that will be carried out in Oklahoma during 1957, when the state will be celebrating its 50th anniversary, then be sure to have these plants ready for the demand. Plants that are known to thrive in the locality and flowers that will give a riot of color along roadsides and in home flower gardens will be sought as Oklahomans get into the swing of this important celebration, he said.

He reported that the A. A. N. convention for 1957 will be held at the Fontainebleau hotel, Miami Beach, Fla., next summer.

The use of Vapam as a soil sterilant was explained by Eldon Cleveland, of the Stauffer Chemical Corp., New York city, N. Y. Colored slides illustrated the advantages of Vapam on various plots.

At midafternoon Thursday there was a question-and-answer period regarding the wage and hour law as it applies to nurserymen. On hand to answer questions was Robert D. Snyder, representative of the wage and hour division of the United States Department of Labor. At the conclusion of this session, the group adjourned for the afternoon.

Climaxing the entertainment features of the convention were the banquet and dance Thursday evening. A master of ceremonies kept things moving in a lively fashion by instituting several stunts and contests. Corsages for all ladies at the banquet and dance were made and donated by Mrs. Ezra Porter, of the Porter Flower Shop & Nursery, Oklahoma City. Special prizes were won by Mrs. W. E. Rey, Oklahoma City, and Wayne Haven, of Higdon's Nursery & Flower Shop, Oklahoma City.

Pioneer Oklahoma City nursery-

Save time...Save F.O.B.

Order all your supplies direct from...
UNDER ONE ROOF!

North Jersey's Largest Suppliers

Visqueen Polyethylene Film Always in Stock

.002 mil—transparent

4 ft. 2 ins. x 200 ft.\$ 8.29
8 ft. 4 ins. x 200 ft. 14.59

.004 mil—transparent

3x100 ft. ..\$ 6.53 10½x100 ft. ..\$19.87
4x100 ft. .. 8.04 12x100 ft. 20.13
4½x100 ft. .. 9.04 13½x100 ft. 22.40
6x100 ft. .. 11.07 14x100 ft. 23.15
8x100 ft. .. 14.09 16½x100 ft. 26.93
10x100 ft. .. 17.87 20x100 ft. 32.22

54 ins. x 850 ft. Approximately 75 lbs.
each59c per lb.

.004 mil—black

3x100 ft.\$6.53 4x100 ft.\$8.04

BURLAP SQUARES

ASK FOR PRICES

16x16 ins. 32x32 ins. 40x40 ins. 42x42 ins.
20x20 ins. 36x36 ins. 40-ft. rolled burlap
24x24 ins. 28x28 ins.

SEED FLATS ASK FOR PRICES

2½x11½x18 ins. 4x11½x18 ins.

Reed Mats ASK FOR PRICES

Millburn Sphagnum Peat

Moss

German Peat Moss

Complete Line of Bird Products

ucts

Plantainers — Menne-Pots —

Lerio Nursericans

Here's an Opportunity You Can't Afford to Pass Up!

We are looking for people to be distributors of a new, fast-selling line of tar paper growing and selling pots of No. 45 weight. Exclusive territories are open in all east coast states except New Jersey. Write for all particulars.

New Jersey Farm Supply Coop. Assn., Inc.

447 Market St.

EAST PATERSON, N. J.

Telephone: FAirlawn 6-2342



LYNCH GARDEN SCULPTURE

Made in Beautiful Eternity Lead
and Bronze — Thousands of Attractive
Designs in Stock — Fountains, Birdbaths, Vases,
Decorative Pieces etc.

Most designs are piped for water display.

Write on Company Letterhead for
our huge, free, fully illustrated
General Wholesale Catalog for the Trade.

KENNETH LYNCH & SONS

80 Main Avenue • Wilton • Connecticut

BE YOUR OWN BOSS!

Become a Landscape Specialist in Your Spare Time at Home!

American Landscape School's low-cost, home-study methods help you to become independent quickly. You learn the newest, most modern landscaping methods and trends. You become proficient in garden design, drafting, mapping and field work. You improve your knowledge of horticulture, construction, superintendence, salesmanship and office practices. Hundreds of graduates have increased their income, earned new prestige in their communities.

45 GENEROUSLY ILLUSTRATED LESSONS →

Nine valuable, up-to-date textbooks filled with new ideas! Thorough preparation in 8 to 12 months. 50 imprinted business cards, monthly letter, consultation service, dictionary FREE to all students! Drafting set given FREE with advance full payment. 41st year. PRINT NAME AND ADDRESS IN COUPON FOR FREE BOOKLET.

AMERICAN LANDSCAPE SCHOOL

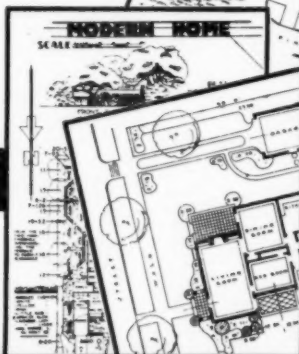
Dept. 227-A, 4308 Franklin Ave.
DES MOINES 10, IOWA

Please tell me how I can become a successful landscape specialist. Send me free booklet.

Name.....

Address.....

City..... State.....



GREENHOUSE INSURANCE specialists

complete low
cost insurance
protection for
greenhouse
properties

Name.....

Address.....

City & State.....

Ground Area Under Glass..... Sq. Ft.

for information send coupon to

FLORISTS' MUTUAL INSURANCE Company

P. O. Box 535
EDWARDSVILLE, ILLINOIS



KUNDE

Knives with stationary blade.



No. 2384 Grafting



No. 3584 Budding

The most economical buy if you need quantities. Write to:

A. H. GUTBROD CO.

P. O. Box 96 IRVINGTON, N. J.

NURSERY TAGS

"Weather Resistant"

Size 1 1/2 x 6 Ins.	
Prices per 1000—Tag Stock	
1000 to 4000.....	\$1.35 20,000.....\$0.90
5000 to 9000.....	1.10 50,000......75
10,000.....	1.00 100,000......65

- Made of Water-resistant Paper Stock
- 8 Colors Available
- 9 Sizes and Styles
- Sheets of Ten for Typewriting

Write Today for Prices and Samples

PREMIER SOUTHERN TICKET CO., INC.

P. O. Box 5 CINCINNATI 7, O.

QUACKENBUSH INDUSTRIES

Complete line of veneer growing containers.

Plant Bands — Plant Trays and Perennial Pots

Write for complete information.

9245 Cherry St.
FRANKLIN PARK, ILL.

PROPAGATION OF PLANTS

By Kains and McQuesten.

Seed testing, layerage, division, separation, rooting cuttings, grafting, budding, stock and scion handling, nursery management and pest control. 637 p. (1942). Price, \$6.00, postpaid.

AMERICAN NURSERYMAN
343 S. Dearborn St. Chicago 4, Ill.

man, W. E. Rey, of Rey's Nursery, was named nurseryman of the year and was presented the silver trophy in recognition of outstanding services in behalf of the nursery industry in Oklahoma. Mr. Rey, now 82, is still active in the business he founded 50 years ago. In business with him is his son, Bruce Rey. Warren Welch, chairman of the awards committee, made the presentation to Mr. Rey at the banquet Thursday evening.

Friday Session

The first session Friday was opened with a talk by Ward Hoskinson, of the federal housing administration office at Oklahoma City. Mr. Hoskinson explained that title 1 refers to a loan issued by the FHA for property improvement. Under the revisions of August 9, 1956, grading and landscaping have become work eligible for loans.

Graduates of the horticulture department of Oklahoma A. and M. College, Stillwater, held a meeting Friday morning.

One of the most interesting talks programed was that of Jack Jones, Southwest Landscape Co., Dallas, Tex., "Progressive Publicity." Some of the means Mr. Jones listed as being useful in bringing about good publicity were the following: Flower show booths; advertising that ties in with news items and holds the attention of readers; speaking before P. T. A. and civic groups; use of planting slogans in newspapers, such as "Small trees key to home success" or "It pays to plant"; radio and TV talks on planting; instituting the practice of planting a heritage tree for a newborn child; giving a colorful property landscape map; uniting in a cooperative trade newspaper ad, and cooperating with garden centers.

Business Meeting

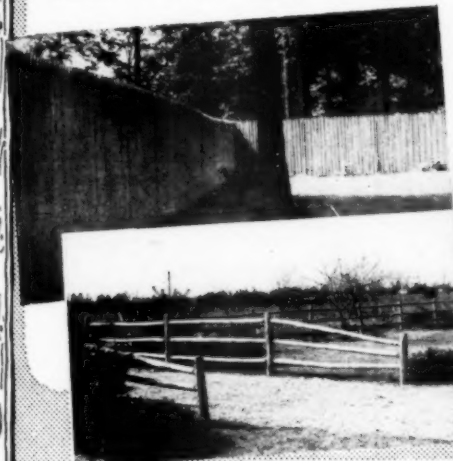
The business meeting, held this year just before adjournment and presided over by President Gene Fleming, took more time than usual, due to the amount of business on the agenda.

It had been apparent to members for some time that a revision of the constitution and bylaws should be made. Consequently a committee had been appointed under the chairmanship of Bruce Rey to make a new set of bylaws and write a new constitution. This they had done and the results were read at the business meeting by Mr. Rey. The various articles were discussed, and suggestions were heard. At the close of the meeting, the revised drafts were unanimously adopted, and thanks

Screen Type PICKET FENCE

... ADDS PRIVACY TO YOUR LANDSCAPING

Most homes need special screening against unsightly views, around play areas, swimming pools or for containing small animals. Form nice backgrounds for plantings. Dowel construction—easy to assemble. Stringers, posts and half-round palings all peeled, white cedar. Shipped K. D. or in 8 ft. assembled panels. Write for catalog giving heights, etc.



Also Catalog shows Old English Post and Rail Fences — 2 to 5 rail — all types. Have installations throughout U.S.A.

Gates, Lanterns, Rustic Tables and Settees.

Shipped from Toledo or our W. Va. Yards.

WOOD PRODUCTS CO., Toledo, Ohio

were extended to Mr. Rey and his committee for their work.

Provision was made this year to pay a salary to the present secretary-treasurer, who gave valuable assistance the past year in organizational work. The sum voted was \$600 per year, plus traveling expenses.

Election of officers, as already given, concluded the program.

BAILEY MUSEUM PLANS

Members of the Liberty Hyde Bailey park board of South Haven, Mich., are implementing plans to landscape the birthplace of the famous horticulturist and its grounds, now open to the public as a South Haven museum and park.

A landscape design prepared by L. David Conklin, Municipal Foresters, Holland, Mich., has been adopted by the board, which hopes to complete the project by spring.

APPLICATION for permission to establish a retail nursery at Costa Mesa, Calif., has been made by Stepp Bros.

PRIMEX MILLS, INC., 435 Glenside avenue, Glenside, Pa., has discontinued the sale of nursery stock.

FLASH

After 30 Years of Research —
Thousands of Field and Greenhouse Tests —
From North to South and East to West

World-Famous

LABORATORIES OF SOIL & PLANT RESEARCH

Offer You

NEW ... DOUBLE-CULTURED

VITALOAM

—TRADE-MARK—

Organic soil rejuvenator for everything that grows in the earth—ANYWHERE. Without disease-spreading manures or chemical fertilizers VITALOAM can restore your soil to "VIRGIN" fertility instantly.

Experiment stations in
Ohio, Indiana, Kentucky and Alabama.

For wholesale prices address

DEPARTMENT OF PLANT RESEARCH

133 Wilson Ave.

LANCASTER, OHIO

We Still Have Openings for Distributors in Several States

Introducing **DAISY BRAND** **WOOD** **GARDEN MARKERS** for 1957

Made of **GUMWOOD** . . . **SMOOTHER** . . . **WHITER** . . . **DURABLE**

**Lower Cost
brings you
Greater
Profits**



POT LABELS (Bulk)					
Dealer Cost/1000					
Size	Packing	Plain	Painted	Wt./Case	
4x½ in.	1000/carton 5M/case	\$2.42	\$3.10	18 lbs.	
5x½ in.	1000/carton 5M/case	2.68	3.42	20 lbs.	
6x½ in.	1000/carton 5M/case	2.93	3.78	23 lbs.	
8x½ in.	500/carton 5M/case	4.50	5.58	26 lbs.	

**COPPER WIRED
PLANT OR TREE LABELS (Bulk)**

Size	Packing	Plain	Painted	Wt./Case
3½x½ in.	1000/carton 5M/case	\$3.15	\$3.91	16 lbs.

Also available: **DAISY BRAND 6 in. Boxed Wood Labels** packaged in small units for repeat sales.

RETAIL PACKAGES

50 markers/box (6"x½") 48 boxes
15 lbs./case Cost \$7.20/case

25 markers/box (6"x½") 96 boxes—
18 lbs./case Cost \$8.64/case

DEALER PROFIT 40% ON PACKAGES

MULCO PRODUCTS, Inc.

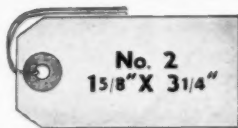
Plants: Milford, Delaware — Indianhead, Maryland

Administrative Sales Office: 76 Beaver Street, New York 5, N. Y.

All prices F.O.B. Milford, Del.
Terms 2% 10 days, Net 30.

Jobbers wholesale prices available upon request. Write for samples. Address correspondence New York office.

**TAGS
FOR NURSERYMEN**



BLANK IDENTIFICATION TAGS

Heavyweight tag stock. Per Thousand		
	Manila	Colored
1,000	\$3.40	\$4.20
2,000	3.15	3.95
3,000	2.85	3.65
5,000	2.60	3.40
10,000	2.25	3.05

Colors: Yellow, Red, Blue, Green, Orange and White. Colors may be combined for quantity price. Minimum 1000 each color.

Wired Tags, add \$2.25 per 1000
Metal Eyeleted Tags, add 50c per 1000
Net 30 Days. F.O.B. Grand Rapids, Mich.
Free delivery for check with order.

Write for price list and samples of nursery tags
IMPERIAL TAG & PRINTING CO.
312 Straight, S. W., GRAND RAPIDS 4, MICH.

FLOCK CHRISTMAS TREES

and increase your profits. Now is the time to start planning details. Write for complete catalog of equipment, supplies and instructions on "how to do it."

FLOC-FLO ENGINEERING DESIGN
5802 Olson Hwy. Minneapolis, Minn.

BEST SELLER



America's best seller because it does more. Comes with interchangeable rollers and grinding screen so you can shred organic matter properly for composting or mulch as well as grind heavy soil. Rejects unwanted material. \$189.50 complete with 2½-h.p. Briggs & Stratton recoil starter engine or \$133.50 less engine and belt guard (electric motor available) F.O.B. Wichita. Write for literature, name of user near you. Terms usually arranged if desired.

W-W GRINDER CORP.

Dept. F

WICHITA, KAN.

**WOOD
LABELS**

For Nurserymen

**DAYTON FRUIT TREE
LABEL CO.**

Ray and Kiser Sts.
DAYTON, O.

LANDSCAPE MEN AT AMES

[Continued from page 18]

latter part of May and a full dose again the first part of September.

Kentucky bluegrass is still the best lawn for Iowa. Merion bluegrass is an excellent grass, but has been troubled with rust during dry seasons in the test plots at Ames. Alta fescue and Kentucky 31 are good for use on athletic fields.

For average conditions, Professor Lantz stated, a grass mix should have at least 50 per cent bluegrass, preferably 70 per cent. The balance up to 90 per cent should be fescue. Rye, germinating in five days, is a good nurse grass, while the bluegrass germinates in 21 to 28 days.

Two new grasses, Arboretum and Minnesota 95, are doing well in the Iowa State College test plots.

Clyde Heard, of Heard's Landscape Nurseries, Des Moines, described the historical progress of lilac culture and pointed out the qualities of better lilacs. A few of the many recommended by Mr. Heard included varieties of villosa and chinensis—Adelaide Dunbar, Charm, Edith Cavell, Etna, Lucie Baltet, Ludwig Spach, Marie Finon and President Lincoln.

Chelated Iron

"Chelated Iron for Chlorosis" was the subject of a talk by R. L. Warden, representative of the Dow Chemical Co. Mr. Warden explained how chlorosis often occurs in alkaline soils. Most soils have plenty of iron, but the problem is to make it available. This is solved by the use of chelates which hold the iron in a soluble form. A molecule of chelate and iron remains stable until it reaches the leaf, where it breaks down, releasing the iron. Mr. Warden recommended the application of 10 to 30 pounds of chelate per acre. This will provide from one to four pounds of actual iron per acre. The best method is to apply the chelate directly to the soil.

Some of the plants susceptible to chlorosis which may be treated with chelated iron are: Many of the rose family of plants, pin oaks, azaleas, rhododendrons, turf and farm crops such as corn, flax and soybeans.

After the noon luncheon, Robert J. Scannell, landscape engineer for the Iowa state highway commission, discussed "Iowa's Roadside Program." The program in Iowa is divided into the three phases of roadside parks, erosion control and roadside planting. Iowa has 104 roadside parks, nine of which are historical markers. These parks are

Controlled Sunlight Every Hour of the Day

ALUMALATH



- NURSERIES
- GREENHOUSES
- SALES LOTS
- PARKING LOTS
- PATIOS
- CAR PORTS

and any area requiring shade is improved and protected with ALUMALATH.

MILLIONS OF FEET IN USE

Shading from ten feet to ten acres

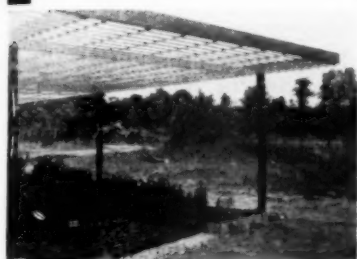
It is modern, low in cost, lightweight, easy to erect, all aluminum with no maintenance and adds to the beauty of any surrounding.

Four lath spacings to select from make it easy to obtain the shade required for the most exacting requirements.

Landscape architects and nurserymen find it ideal in their layouts for it gives uniform shade, perfect ventilation, minimum light loss and improved plant production.

Recommended by greenhouse manufacturers and greenhouse operators. Perfect shade without glass painting.

Extensively used by State and County fairs for commercial buildings and everywhere they require shade, due to the attractive appearance and many other advantages over other materials.



NURSERY

If you need shade, you need

ALUMALATH

Get the Facts

Write for Sample and Prices

Manufacturer

HARRY H. REYNOLDS

2561 Valencia St.

SANTA ANA, CALIF.



GREENHOUSE

sponsored and equipped by local groups, such as garden clubs, under specified requirements of the highway commission.

Roadside Planting Slow

In the erosion control phase, the highway commission strives to seed, sod or mulch all newly graded roads in the state. The use of 14 different seed mixtures is necessary because of the wide range of soils. A recent innovation, which has proved quite successful on steep slopes, is hydraulic spray seeding. All slopes over five feet high are mulched.

At the present time, the roadside planting phase is negligible, because of the lack of maintenance funds.

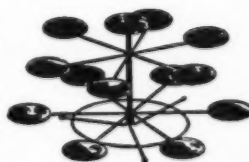
R. L. Stetson, of the Iowa Concrete Block & Materials Co., followed with a talk entitled "Stone Facts for Landscape Use." Mr. Stetson became interested in the use of Lannon stone for dry wall construction as a hobby many years ago. The hobby has developed into a large segment of his business. He described the problems encountered in building walls which are both pleasing in appearance and sturdy in construction.

"The Landscape Garden Center" was the subject of a talk by John J. Pinney, Willis Nursery Co., Ottawa,

SEND FOR YOUR NEW FULLY ILLUSTRATED CATALOG

IT'S NEW

TABLE
MODEL
TREE STAND
6-POT SIZE
\$3.00 each
12-POT SIZE
\$5.00 each
18-POT SIZE
\$8.25 each



ORDERS DELIVERED FREE TO DESTINATION AS FOLLOWS:
CALIFORNIA—All orders \$25.00 and over.
ARIZONA - NEVADA - OREGON—Orders \$35.00 and over.
ALL OTHER STATES WEST OF MISS.—Orders \$50 and over.
ALL STATES EAST OF MISS.—Orders \$75.00 and over.

CONTAINS HUNDREDS OF ITEMS THAT MAKE MONEY FOR YOU!

Wire and Redwood baskets; Redwood tubs; Wire and fernwood totem poles; Plant supports; Wrought-iron brackets and fern stands; Plastic and lead flower pin frogs; Can cutters; Green moss in bales and bags; Black Magic; Plant ties and twine; Plastic pots and trellis; Copper, brass and plastic planters; Wire plant markers and plastic plates; Other nursery supplies.

CATALOG IS FREE—SEND TODAY

WIRE BASKET CO.

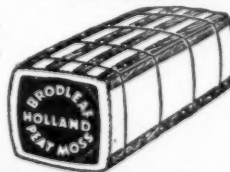
814 W. 58th St.
LOS ANGELES, CALIF.
Phone PLeasant 8-7496

"BRODLEAF" Imported HOLLAND PEAT MOSS

- ★ THE ROOTS SCREENED OUT.
- ★ YOU GET THE BEST PART —
- ★ THE PEAT FLAKES.

Carlot Inquiries Invited . . .

Also Ask for Special Offer Holland Burlap Squares.



HALF MOON MFG. & TRADING CO., INC.

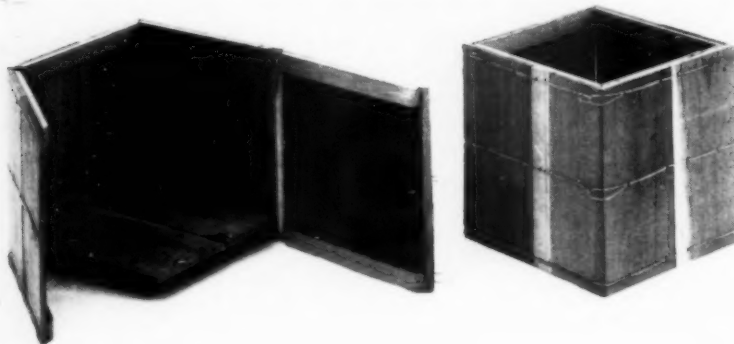
90 WEST STREET—NEW YORK 6, N. Y.

Telephone BArlay 7-8357

RE-USABLE PLANT and TREE BOX

FOR LATE SPRING and SUMMER SALES

PLANT NOW IN THESE STURDY REDWOOD BOXES — IT WILL BOOST SUMMER SALES



Heavy 1/2-in. Redwood Lumber. Bound with 14-Gauge Galvanized Wire.
Will Last for Years.

	Each		Each
12x12x12.....	\$1.65	16x16x16.....	\$2.25
12x12x20.....	1.95	16x16x20.....	2.75
14x14x14.....	1.95	18x18x18.....	2.75
14x14x20.....	2.25		

F.O.B. DALLAS — SIX PER BUNDLE

WRITE FOR FOLDER ON COMPLETE LINE

**REDWOOD PRODUCTS — 12 DESIGNS — 6 COLORS — 54 SIZES
TO CHOOSE FROM**

VERHALEN

NURSERY COMPANY

12140 Harry Hines Blvd.

DALLAS, TEX.

Phones—Chapel 73237 - 73229

Dutch and Domestic BURLAP

Established 1925

Importers—Manufacturers
Distributors of Bird Pots
and Lerio Nursericons

New York Representative:
Harry Ramp
400 Woodfield Rd.
West Hempstead, N. Y.
Phone: Ivanhoe 3-6153

New Jersey Representative:
A. H. Gutbrod
P. O. Box 96
Irvington, N. J.
Phone: Essex 5-6585

Midwest Representative and Warehouse
Seward Trans., Inc.
Painesville, O.
Phone: ELmwood 7-7561

J. SHORE & CO.
CHELSEA, MASS.



"NEW ERA" SHREDDER

New models have been added to the "New Era" line which fine shred, grind and screen—all at the same time—as material is fed in—no stopping to make difficult equipment changes and doubling the time and effort to run the same material through again.

TORMEY'S
Phone: AT 7-0101
P. O. Box 428T
TEMPLE CITY,
CALIFORNIA

RAFFIA

Headquarters for
A. A. WESTCOAST and
X. X. SUPERIOR RAFFIA

Can make immediate shipment
ALSO GOODRICH BUDDING STRIPS
THOMAS MEEHAN & SONS
482 W. Germantown Pike
PLYMOUTH MEETING, PA.

Kan. The garden center movement has received tremendous impetus since the end of World War II. Some of the advantages of a garden center to the landscape nurseryman are more convenience for the customer, greater ease in conducting business and an increased volume of business.

Mr. Pinney detailed the minimum requirements for a successful garden center. There should be an office large enough for comfort of both owner and customer. There should be adequate space for displaying stock—preferably under a lath house. There should be demonstration plantings (a landscape nurseryman should practice what he preaches) of hedges, foundation plants, borders, perennial beds, rose beds or other suitable material. A small store for accessory merchandise is also needed, although plants should be the principal merchandise.

Mr. Pinney cautioned against overdoing the accessory materials. All merchandise should be slanted toward the nursery business.

Good planning is of prime importance. The failures in garden centers are usually due to poor planning. The best location is on the "going home" side of the road. Plenty of parking space is an absolute necessity. Mr. Pinney advised estimating parking needs and then doubling the figure. Placing the long axis of buildings parallel to the highway usually provides more parking area and creates a more impressive approach. In all respects, the garden center should be planned for the convenience of the customer.

The talk concluded with several colored slides of successfully planned garden centers.

Prof. John R. Fitzsimmons, head of the department of landscape architecture, closed the meeting with a few remarks on the enrollment and educational program at Iowa State College. Enrollment is increasing steadily, but many more qualified students are needed to meet the heavy demand for landscape architects.

MARYLAND MEETING

[Continued from page 17]

elongation was greatly stimulated with the acid.

The acid may be applied to the plants either by a spray or as a paste on the stems of individual plants. Generally, plants respond most readily when the vegetative buds are growing. Dry seeds and resting vegetative reproductive organs, such as

bulbs,
prove
spray
additi
be ob
cation
Dr.
berelli
The a
ture s
After
dwarf
return
growt
cuttin
dwarf
norma
used t
tings
are av

Gibb
able i
young
growt
effects
Dr.
sibility
in flow
cies is
of the
plants
downy

FERTO-POTS

**Millions Used
Plant Eats Pot**

Made with COW MANURE. Bone dry, keeps indefinitely. Bury FERTO-POTS in flats or benches; then plant seeds, cuttings, plants, bulbs, etc. Transplant plant (pot and all) weeks or months later (no shock or setback).

POT FEEDS PLANTS

(Be a two timer)

Grow two and three crops per year off the same ground by having FERTO-POTTED plants well-started and ready to set out in the field as soon as the first crop is finished.

Also Sell FERTO-POTTED plants to gardeners and growers.

Prices bulk packing F.O.B. Pittstown, N. J.

	50,000 to 300,000	300,000—carload or more
No. 2	\$10.80 per 1000	\$ 9.00 per 1000
No. 2½	12.00 per 1000	10.00 per 1000
No. 3	13.80 per 1000	11.50 per 1000



Unit Prices F.O.B. Pittstown, N. J.

No. 2	100 for	\$2.50	250 for	\$4.50
No. 2½	100 for	2.75	250 for	5.00
No. 3	100 for	3.35	250 for	5.75
DEPT. STORE UNITS	2—No. 3 Pots per unit.	Carton of 48—15c Units	\$7.20	
Stock No.	Box of	Size No.	Shipping Carton	Shipping Weight
201	1 doz.	2 -in.	25 doz. pots	20 lbs.
251	1 doz.	2½ -in.	25 doz. pots	25 lbs.
301	1 doz.	3 -in.	25 doz. pots	35 lbs.
				List Price
				50c doz.
				60c doz.
				75c doz.

ALLEN COMPANY

PITTSBURY 3, N. J.

bulbs, corms and roots, have not proved responsive. If the effect of a spray of low concentration wears off, additional response can sometimes be obtained by repeating the application.

Dr. Marth mentioned that gibberellic acid has no permanent effect. The acid forces dwarf plants to mature size more rapidly than normal. After the acid's effects wear off, the dwarf characteristics of the plants return. This means of promoting growth can be of value in producing cutting material on slow-growing or dwarf plants in a shorter time than normal. Gibberellic acid can also be used to induce extra growth for cuttings when they are needed and none are available from other sources.

Other Uses

Gibberellic acid may also be valuable in reforestation projects where young plants need an early height growth to get above the shading effects of competing weeds.

Dr. Marth also mentioned the possibility of the usefulness of the acid in flower borders where a single species is used. By varying applications of the acid, different heights of plants can be obtained, ranging downward from tall plants in the



THIS BIG HAND TRUCK Will Save You Money

Handle heavy jobs easier, faster, with fewer men. Get into places otherwise inaccessible to heavy equipment, without damage to established lawns.

HANDLES 40-INCH BALL
1500 LBS.

Write for folder giving details and prices.

We Make
3 Sizes
of Trucks

THE GARDEN SHOP, INC.

6315 W. 75th St.

OVERLAND PARK, KAN.

Phone Nlagra 2-4838 (Kansas City, Mo.)

Built to
Handle
B&B
Material

rear of the border to small plants in the foreground. It is possible, he said, to get geraniums five or six feet tall.

Dr. Marth illustrated his talk with colored slides and had treated and

untreated plants on display for comparison purposes.

Dr. I. C. Haut, head, department of horticulture, University of Maryland, and director of the Maryland agricultural experiment station, Col-

SAVING THE MOST time and temper COAST TO COAST

REDHEAD CAN SHEAR



cuts ALL cans
• **CLEANLY**
• **SWIFTLY**
• **SAFELY!!**
Retail: \$7.50
Nursery Price:
1 only \$ 7.00
2 for 13.50
3 for 18.00
Postage extra.
Pkg. wt., 4 1/2 lbs.
each.

HANDY-MAN GRIPZIT



• **SAVES**
wear and tear
on cans and
fingers.
Retail: \$3.25
Nursery Price:
1 only \$3.00
2 or more
\$2.75 each.
Postage extra.
Pkg. wt.,
3/4 lb. ea.

Both of these tools have
been copied.

Look for this "Handy-Man"
label. Be sure of getting
the **genuine** — buy **AYER-
LINE** from our authorized
jobbers. They can save you
freight and time.



From Maine south through Virginia,
west through Pennsylvania and West
Virginia, write A. H. GUTBROD CO.,
Box 96, Irvington, N. J.

From North and South Carolina, Georgia,
Alabama and Florida, write
GOOCHLAND NURSERIES, Pembroke,
Fla.

From Illinois, Indiana, Ohio, Kentucky
and Tennessee, write A. M. LEONARD
& SON, Piqua, O.

From Kansas, Missouri, Oklahoma, Arkansas,
Louisiana, Mississippi and Texas,
write VERHALEN NURSERY CO.,
12140 Harry Hines Blvd., Dallas, Tex.

From Unnamed States Write to:

Ayer-Line INDUSTRIES, INC.

709 Jones St. BERKELEY 10, CALIF.

lege Park, discussed some of the
problems encountered by universities
in training landscape nurserymen.

Dr. Lee J. Enright, department of
horticulture, University of Maryland,
reported that as an alternative
for the Maryland Nurserymen's Association's
establishment of a research fellowship,
several possibilities could be considered:
The association could finance the preparation
of an inexpensive brochure to be sent to
interested high school seniors, listing
opportunities in the field of horticulture;
financial help could be given to one or
more entering worthwhile freshman
horticulture students, or an award could
be given to an outstanding senior graduating
in the field of horticulture.

Dues Increased

Carl Orndorff, chairman of the
membership committee, reported on
the need for increasing the association's
annual dues. The association's overhead
has gone up just like that of every
nurseryman. Emergencies arise, and usually
it is the same few individuals who contribute.
These emergencies are a load that all
should bear. A paid secretary is inevitable.
After a careful survey of the various
methods to be used in increasing the funds
in the treasury, Mr. Orndorff said he was
satisfied that increasing dues is the simplest
and most painless method of all. After
a discussion from the floor, the association
voted to increase the yearly dues to \$15.

John H. Burton, J. H. Burton & Sons, Inc., Hyattsville, was toastmaster
at the annual luncheon and introduced
the guests at the head table. C. Warner Price
introduced the visiting nurserymen and
trade representatives. G. Hale Harrison,
Harrisons' Nurseries, Berlin, 1947
association president, presented the
Maryland Nurserymen's Association's
1956 award for professional achievement
to L. G. Tingle, Tingle Nursery Co.,
Pittsville.

Farm Bureau Speaker

Wilson H. Heaps, a director of the
national farm bureau and past president
of the Maryland farm bureau, Street, Md.,
in the luncheon address expressed his
appreciation for the cooperation of the
Maryland nurserymen and especially of
the executive secretary, Paul S. Hofmann.
The farm bureau, he said, is simply a
self-help group of farmers working
cooperatively to aid agricultural endeavors.
He urged the nurserymen to support
their own organization first,

BOOKS for Nurserymen

Better Fruits and Flowers

For northeast and midwest. New,
greatly enlarged edition. Illustrates
in full color 430 items, ornamentals
and fruits, popular in these areas.
96 pages in full color, 8 1/2 x 11 ins.
in size, with substantial cover.
\$4.00 each.

Dependable Plantings

Northwest Plate Book. Developed
for severe cold climate areas. 179
subjects in full color. 32 pages,
9 x 12 ins., with durable cover.
\$1.50 each.

Flowers and Fruits

For the southwest. Illustrated in full
color—320 items—64 pages in color
with heavy durable cover. 8 1/2 x 11
ins. in size. **\$3.00 each.**

Standard Nursery Catalog

48 pages and cover. Nicely illustrated.
40c each.

New Evergreen Folder

25 popular items of narrow-leaved
evergreens—in full color. **15c each.**

New Shrub Folder

31 popular flowering shrubs in full
color. **25c each.**

Correct Planting Methods

A pocket-size, 48-page booklet. Very
complete but concise information,
well illustrated. Helpful in preventing
claims for dead stock that cost
nurserymen money. Sample, **10c.**
Write for discounts on quantities.

Write for Quantity Discounts.

Cash with order, please.

A. B. MORSE CO.
ST. JOSEPH, MICH.

A Proven Aid to Bulb and Seed Propagation

STYROFOAM COARSE-CUT
1/2" MESH

- Used by Leading Nurseries
- Provides Neutral Growing Conditions
- Retains Moisture
- Lightens the Potting Mix when added to Fertilizer, Peat and Sand

INTRODUCTORY OFFER!

1 BUSHEL — ONLY \$1.00 POSTPAID
100 lbs. net weight — only \$12.00 via truck
collect — ORDER TODAY!

NESBIT INDUSTRIES, INC.

1823 MILWAUKEE AVENUE
CHICAGO 47, ILLINOIS

study
their
possib
those
plish
defea
able.
busin
per
said.

The
ciatic
land
viscr.
comm
Mary
tive
are
issue
mark
further
are fa
a the
probl
legisl
probl
those
plann

Aft
Shell
city,
motio
The
ravag
plants
vital
der co

Edw
Inc.,
mal p
ing in
The
garde
Today
largel
who a
haps,
where
people
want?
ing re

Gon
D. C.
er, re
conce
decad
buildi
was f
trend
ments
What
Mr. K
ways
nursen
bilde

The
openin

studying, understanding and solving their own problems. Then it will be possible to coordinate interests with those of the farm bureau, accomplishing worth-while objectives or defeating those considered objectionable. The prosperity of an individual business depends on the general prosperity of all businesses, Mr. Heaps said.

The Maryland Nurserymen's Association's relationship to the Maryland farm bureau is that of an adviser, along with other Maryland commodity organizations. One of the Maryland issues on which cooperative effort is needed is taxes, which are considered excessive. Another issue is water control. Here, he remarked, nurserymen are probably further ahead in their studies than are farmers. However, there must be a thorough understanding of the problem in all aspects before any legislation is undertaken. Other problems requiring joint effort are those relating to roads, community planning and county zoning.

After the luncheon, D. L. Lewis, Shell Chemical Corp., New York city, N. Y., showed a sound color motion picture, "The Rival World." The film dramatically depicted the ravages of insects against man and plants throughout the world and the vital need for keeping them well under control.

Landscaping Today

Edward L. Stock, Jr., Stock Bros., Inc., Bethesda, moderated an informal panel discussion on "Landscaping in Today's Suburban Areas." The large estates with their paid gardeners are a thing of the past. Today our city outskirts are covered largely with suburbs housing many who are transients, living there perhaps, five years before moving elsewhere. Are nurserymen giving these people the services and plants they want? Mr. Stock asked in his opening remarks.

Gordon Kennedy, a Washington, D. C., landscape designer and builder, remarked that a builder's first concern is to make money. The past decade witnessed a great change in building methods. Formerly the need was for custom building; now the trend is to large housing developments and prefabricated houses. Whatever builders may do, however, Mr. Kennedy related, there will always be a need for plants. This gives nurserymen an advantage that the builder does not have.

The development of rural areas is opening up tremendous opportunities

[Continued on page 117]

A Working Partner

Union Products strives actively to serve the commercial growers and nurserymen in the fertile growing areas of America. Our interest in developing this relationship into an active partnership is the guiding principle of our day-to-day operations.

We make every effort to anticipate your seasons so as to be ready with dependable plastic pots, tubs, azalea pots and pans when you need them. And when your orders come in, we try to ship them promptly because we know that marketable plants can't wait.

We're proud to be working with you! We pledge our continued efforts to anticipate your needs . . . to ship promptly . . . and to develop new sizes as the need arises.

Colors: Commercial Marbleized

Also available in 6 eye-catching colors at slightly higher prices.



1 1/4 to 10 inch Pots



3, 3 1/2 and 4 inch Tubs



5, 6 and 7 inch Azalea Pots



5 to 10 inch Bulb Pans

UNION PRODUCTS, INC.
LEOMINSTER, MASS.

DETORF PEAT MOSS from Germany's finest bogs



Dutch Burlap Nursery Squares
Green Bamboo Canes
Japanese Natural Canes, heavy
GS Sprayers
Sisal Tying Twine and Rope

GARDEN SUPPLY SALES CORP.

2120 Lake Ave. Rahway, N. J.
Phone: Westfield 2-8950

**GREATER YIELDS . . .
GREATER PROFITS**
WITH
Simplex
SOIL TEST OUTFITS

ELIMINATE TARDY TEST REPORTS
NO SPECIAL TRAINING REQUIRED


**COMPLETE
OUTFIT**



Everything necessary to make tests for 15 plant growth factors; plus tissue tests for Nitrates, Phosphorus and Potassium.

\$49.50 F.O.B. NORWALK

**JUNIOR
OUTFIT**



Everything necessary to make 100 to 300 tests for the following plant growth factors: Nitrates, Phosphorus, Potassium, Calcium, Ammonium, Acidity; plus tissue tests for Nitrates, Phosphorus and Potassium.

\$33.50 F.O.B. NORWALK

**FARM
OUTFIT**



100 tests for the following five growth factors: Nitrates, Phosphorus, Potassium, Ammonium, Acidity, plus tissue tests for Nitrates, Phosphorus and Potassium.

\$25.50 F.O.B. NORWALK

Simplex Soil Test Outfits are not merely soil testers, they are combination Soil and Tissue Test Outfits based on scientific methods devised at Michigan State College by Dr. Charles H. Spurway.

Write for free Simplex literature before purchasing any soil testing equipment. You will be glad you did!

W R I T E

**The EDWARDS
LABORATORY**

6270 SIMPSON AVENUE • NORWALK, OHIO

Top-Quality
Dutch and Domestic
**BURLAP SQUARES
TWINES**
Jute—Sisal—Binder Twine

Write for our low prices and samples.

HALPERN BROS.
272 S. 2nd St., PHILADELPHIA 6, PA.

Christmas Tree Growers of Indiana Hold Meeting

By Irving J. Matthews

In its fifth annual session, the Indiana Christmas Tree Growers' Association, meeting at Purdue University, Lafayette, Ind., January 4 and 5, turned a spotlight on costs of growing and methods of marketing Christmas trees in the Hoosier state. The growth of the state association could be judged by the secretary-treasurer's report showing 150 paid-up members, four honorary members and nine associate members, a total of 163.

Directors elected for three years were A. N. Liming, Versailles; Raymond Bauer, Evansville, and Robert Kern, Rochester.

Officers to serve the Indiana Christmas Tree Growers' Association during 1957, as elected by the directors, are Daniel DenUyl, Purdue University, president; Harry Nussmeyer, Evansville, vice-president, and Edward Lott, Purdue University, secretary-treasurer.

The maturity of the association might be judged from the nature of the problems studied, most important of which were protection of Christmas tree crops from insect and rodent damage, methods of merchandising Christmas trees, the details that enter into the cost of producing holiday trees and how to assure the purchaser of a quality tree. Little attention was paid to details of growing or shearing, while many growers spoke heatedly on competition from the state department of conservation, both with respect to supplying planting stock and selling Christmas trees from the state-owned forests.

Good Season in 1956

Reports from members and panel discussions were studded with remarks which indicated that 1956 had been a satisfactory season, both in prices received and supply of trees. Wholesale prices received by growers varied from \$1.25 to \$1.75 for the pine varieties and 25 cents more for Indiana-grown Douglas firs and white and Norway spruce. Retail prices for Scotch pines were about \$3.50 for good trees from five and a half to seven feet in height, with

Cut Pruning Costs 30-50%

with
MILLER-ROBINSON

AIR POWERED TREE PRUNING EQUIPMENT

*Quick cutting action
speeds your pruning
operations, gives
you big savings over
usual methods*

DO THE JOB QUICKLY, EASILY, ECONOMICALLY

- Sharp, clean cuts
- Less operator fatigue
- Stands hard work, abuse
- Time-tested, field proved
- 14 models with full line of compressors and accessories

Write for Complete Information
and Name of Nearest Dealer!

MILLER-ROBINSON CO.
7007 Avalon Boulevard
Los Angeles 3, California

*Pioneer and World Leader
in Air Powered Trimming
and Pruning Equipment*

GERMAN HORTICULTURAL TOOLS

DO NOT just order German-made tools; be sure to get the BEST—insist on TINA, the only brand recommended by the German Nurserymen's Association. This association is interested in having its members get THE BEST in tools—the REASON this association recommends TINA ONLY.

Request our illustrated catalog and address of your nearest dealer.

HERMANN A. WIRTH
LEVITTOWN, N. Y.

Mention The American Nurseryman when you write.

**WOOD
CHASE
LABELS**

FINEST QUALITY -- PROMPT SERVICE
LABELS PRINTED TO ORDER
Write for samples, prices and discounts.
THE BENJAMIN CHASE CO.
DERRY VILLAGE, N. H.

specimen
quality
A gr
men in
there i
evergro
the year

D. I
entom
past y
pine P
man p
Porte
yet kn
prune
burn th

Two
covered
young
needles
inside
remedy
per cen
lons of

The
said M
souther
growing
plagues
an easy

Dr.
propos
other
the sta
tion su
when a
partne
not ex

In b
a civil
signed
nical a
at stati
perman
rupted

Dr.
brisk a
is for
10 jobs
will gra
this ye
and the
year, a
are dof

Marl
gaged
experts
Vander
versity
viewpoi
saler, t
were p
tinge of

Said
cultural
sonatin
buyer:

"I an
a tree

specimen trees priced in line with quality.

A growing proportion of nurserymen in the audience indicated that there is increasing interest in these evergreens as a means of swelling the yearly receipts of the nursery.

Three New Pine Pests

D. L. Schuder, Purdue University entomologist, pointed out that the past year had brought three new pine pests to Indiana. The Zimmerman pine moth was found in La Porte county. No chemical remedy is yet known. The best control is to prune out the affected shoots and burn them.

Two leaf rollers recently discovered add to the hazards of the young pines. One webs five or six needles together, and the larva works inside the tube thus formed. The remedy is TDE, two quarts of a 15 per cent liquid emulsion to 100 gallons of water, applied as a spray.

The Nantucket pine tip moth, said Mr. Schuder, was found in southern Indiana. Twice during the growing season another generation plagues the pines. These moths are an easy prey to DDT.

Dr. E. R. Martell reported on proposed legislation to prevent another doldrum in the activities of the state department of conservation such as occurred four years ago when activities prescribed for the department by the legislature were not executed.

In brief, the proposed bill is not a civil service bill but legislation designed to insure having proper technical and administrative personnel at stations where the continuity of permanent projects will not be interrupted nor complicated by politics.

Dr. Martell said there is just as brisk a demand for foresters as there is for engineers. He has eight or 10 jobs open for every man who will graduate in forestry in the state this year. The least job pays \$4,205, and the highest offer is \$5,000 per year, as soon as the cap and gown are doffed.

Marketing Christmas trees engaged the attention of a panel of experts, under the guidance of Joe Vandermark, of the Purdue University forestry department. The viewpoints of the grower, the wholesaler, the retailer and the consumer were presented with more than a tinge of humor.

Said R. H. Kohl, officially an agricultural economist but here impersonating the average Christmas tree buyer:

"I am one of that group that buys a tree from habit. About December

For greater **VOLUME**...
bigger **PROFITS**... install
Sales Booster **SIGNS**

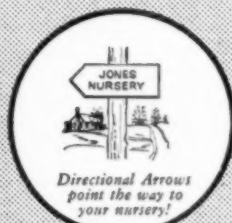
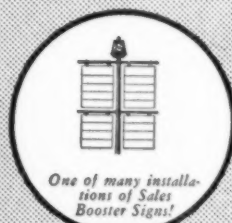


Here's what Mr. Julian Herman, owner of Universal Nursery, North Hollywood, California, has to say about **SALES BOOSTER SIGNS**:

"My sales have shown a nice increase since I installed my **SALES BOOSTER SIGN**! It gives me a way

to call attention to the things I sell. I've found it to be a very valuable sales aid—one I would not want to be without!"

Mr. Herman, like other progressive nurserymen, knows that when you tell what you sell, you sell **MORE!**



**MAIL
COUPON
TODAY**

**GROWERS
SIGN SERVICE
Dept. AN-1,
Tallmadge, Ohio**

GROWERS SIGN SERVICE, Dept. AN-1, Tallmadge, Ohio

Gentlemen: Please send, without obligation, illustrated folder and price list for **SALES BOOSTER SIGNS**.

Name

Street

City..... Zone State.....

-WATCO MISTING SYSTEMS-

Used by the leading growers of the country



1/4-in. 4W Wide-Angle MISTING NOZZLE
\$2.95 each

**INSURE HEALTHY
ROOTED CUTTINGS—
FASTER
AT LOWEST COSTS**

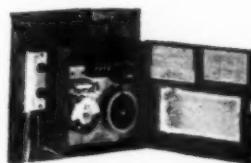
**INTERMITTENT SYSTEMS
FOR ALL CROPS**

WATCO

NOZZLES — TIMERS — SOLENOIDS — STRAINERS — ACCESSORIES

• LAYOUTS SUPPLIED FREE — SEND FOR BULLETIN No. 30

AL SAFFER, Horticultural Supplies, 130 W. 28th St., New York 1, N. Y.
Oregon 5-2248



Complete Clock-Timer and 1/2-inch solenoid-wired, ready to hang up.

\$65.00

**GREATER YIELDS . . .
GREATER PROFITS**
WITH
Simplex
SOIL TEST OUTFITS
ELIMINATE TARDY TEST REPORTS
NO SPECIAL TRAINING REQUIRED


**COMPLETE
OUTFIT**



Everything necessary to make tests for 15 plant growth factors; plus tissue tests for Nitrates, Phosphorus and Potassium.

\$49.50 F.O.B. NORWALK

**JUNIOR
OUTFIT**



Everything necessary to make 100 to 300 tests for the following plant growth factors: Nitrates, Phosphorus, Potassium, Calcium, Ammonium, Acidity; plus tissue tests for Potassium.

\$33.50 F.O.B. NORWALK

**FARM
OUTFIT**



100 tests for the following five growth factors: Nitrates, Phosphorus, Potassium, Ammonium, Acidity; plus tissue tests for Nitrates, Phosphorus and Potassium.

\$25.50 F.O.B. NORWALK

Simplex Soil Test Outfits are not merely soil testers, they are combination Soil and Tissue Test Outfits based on scientific methods devised at Michigan State College by Dr. Charles H. Spurway.

Write for free Simplex literature before purchasing any soil testing equipment. You will be glad you did!

**The EDWARDS
LABORATORY**
6270 SIMPSON AVENUE • NORWALK, OHIO

Top-Quality
Dutch and Domestic
**BURLAP SQUARES
TWINES**
Jute—Sisal—Binder Twine
Write for our low prices and samples.
HALPERN BROS.
272 S. 2nd St., PHILADELPHIA 6, PA.

Christmas Tree Growers of Indiana Hold Meeting

By Irving J. Matthews

In its fifth annual session, the Indiana Christmas Tree Growers' Association, meeting at Purdue University, Lafayette, Ind., January 4 and 5, turned a spotlight on costs of growing and methods of marketing Christmas trees in the Hoosier state. The growth of the state association could be judged by the secretary-treasurer's report showing 150 paid-up members, four honorary members and nine associate members, a total of 163.

Directors elected for three years were A. N. Liming, Versailles; Raymond Bauer, Evansville, and Robert Kern, Rochester.

Officers to serve the Indiana Christmas Tree Growers' Association during 1957, as elected by the directors, are Daniel DenUyl, Purdue University, president; Harry Nussmeyer, Evansville, vice-president, and Edward Lott, Purdue University, secretary-treasurer.

The maturity of the association might be judged from the nature of the problems studied, most important of which were protection of Christmas tree crops from insect and rodent damage, methods of merchandising Christmas trees, the details that enter into the cost of producing holiday trees and how to assure the purchaser of a quality tree. Little attention was paid to details of growing or shearing, while many growers spoke heatedly on competition from the state department of conservation, both with respect to supplying planting stock and selling Christmas trees from the state-owned forests.

Good Season in 1956

Reports from members and panel discussions were studded with remarks which indicated that 1956 had been a satisfactory season, both in prices received and supply of trees. Wholesale prices received by growers varied from \$1.25 to \$1.75 for the pine varieties and 25 cents more for Indiana-grown Douglas firs and white and Norway spruce. Retail prices for Scotch pines were about \$3.50 for good trees from five and a half to seven feet in height, with

Cut Pruning Costs 30-50%

with
MILLER-ROBINSON

AIR POWERED TREE PRUNING EQUIPMENT

*Quick cutting action
speeds your pruning
operations, gives
you big savings over
usual methods*

DO THE JOB QUICKLY, EASILY, ECONOMICALLY

- Sharp, clean cuts
- Less operator fatigue
- Stands hard work, abuse
- Time-tested, field proved
- 14 models with full line of compressors and accessories

Write for Complete Information
and Name of Nearest Dealer!

MILLER-ROBINSON CO.

7007 Avalon Boulevard
Los Angeles 3, California

Pioneer and World Leader
in Air Powered Trimming
and Pruning Equipment

GERMAN HORTICULTURAL TOOLS

DO NOT just order German-made tools; be sure to get the BEST—insist on TINA, the only brand recommended by the German Nurserymen's Association. This association is interested in having its members get THE BEST in tools—the REASON this association recommends TINA ONLY.

Request our illustrated catalog and address of your nearest dealer.

**HERMANN A. WIRTH
LEVITTOWN, N. Y.**

Mention The American Nurseryman when you write.

**WOOD
CHASE
LABELS**
FINEST QUALITY -- PROMPT SERVICE
LABELS PRINTED TO ORDER
Write for samples, prices and discounts.
THE BENJAMIN CHASE CO.
DERRY VILLAGE, N. H.

specimen
quality
A g
men in
there
evergreen
the year

D. I
entom
past y
pine p
man p
Porte
yet kn
prune
burn t
Two
covered
young
needles
inside
remedy
per cen
lons of
The
said M
souther
growing
plagues
an easy

Dr.
propos
other
the sta
tion su
when a
partme
not ex

In b
a civil
signed
nical a
at stat
perman
rupted

Dr.
brisk a
is for
10 job
will gra
this ye
and the
year, a
are dof

Mar
gaged
experts
Vander
versity
viewpo
saler, t
were p
tinge o

Said
cultural
sonatin
buyer:
"I an
a tree

specimen trees priced in line with quality.

A growing proportion of nurserymen in the audience indicated that there is increasing interest in these evergreens as a means of swelling the yearly receipts of the nursery.

Three New Pine Pests

D. L. Schuder, Purdue University entomologist, pointed out that the past year had brought three new pine pests to Indiana. The Zimmerman pine moth was found in La Porte county. No chemical remedy is yet known. The best control is to prune out the affected shoots and burn them.

Two leaf rollers recently discovered add to the hazards of the young pines. One webs five or six needles together, and the larva works inside the tube thus formed. The remedy is TDE, two quarts of a 15 per cent liquid emulsion to 100 gallons of water, applied as a spray.

The Nantucket pine tip moth, said Mr. Schuder, was found in southern Indiana. Twice during the growing season another generation plagues the pines. These moths are an easy prey to DDT.

Dr. E. R. Martell reported on proposed legislation to prevent another doldrum in the activities of the state department of conservation such as occurred four years ago when activities prescribed for the department by the legislature were not executed.

In brief, the proposed bill is not a civil service bill but legislation designed to insure having proper technical and administrative personnel at stations where the continuity of permanent projects will not be interrupted nor complicated by politics.

Dr. Martell said there is just as brisk a demand for foresters as there is for engineers. He has eight or 10 jobs open for every man who will graduate in forestry in the state this year. The least job pays \$4,205, and the highest offer is \$5,000 per year, as soon as the cap and gown are doffed.

Marketing Christmas trees engaged the attention of a panel of experts, under the guidance of Joe Vandermark, of the Purdue University forestry department. The viewpoints of the grower, the wholesaler, the retailer and the consumer were presented with more than a tinge of humor.

Said R. H. Kohl, officially an agricultural economist but here impersonating the average Christmas tree buyer:

"I am one of that group that buys a tree from habit. About December

For greater **VOLUME**...
bigger **PROFITS**... install
Sales Booster **SIGNS**

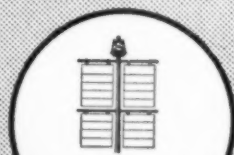


Here's what Mr. Julian Herman, owner of Universal Nursery, North Hollywood, California, has to say about SALES BOOSTER SIGNS:

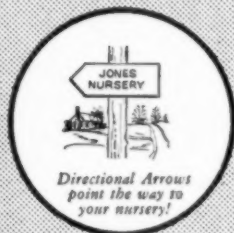
"My sales have shown a nice increase since I installed my SALES BOOSTER SIGN! It gives me a way

to call attention to the things I sell. I've found it to be a very valuable sales aid—one I would not want to be without!"

Mr. Herman, like other progressive nurserymen, knows that when you tell what you sell, you sell MORE!



One of many installations of Sales Booster Signs!



Directional Arrows point the way to your nursery!

MAIL
COUPON
TODAY

GROWERS
SIGN SERVICE
Dept. AN-1,
Tallmadge, Ohio

GROWERS SIGN SERVICE, Dept. AN-1, Tallmadge, Ohio

Gentlemen: Please send, without obligation, illustrated folder and price list for SALES BOOSTER SIGNS.

Name.....

Street.....

City..... Zone..... State.....

WATCO MISTING SYSTEMS

Used by the leading growers of the country



1/4-in. 4W Wide-Angle MISTING NOZZLE
\$2.95 each

INSURE HEALTHY
ROOTED CUTTINGS—
FASTER
AT LOWEST COSTS

INTERMITTENT SYSTEMS

FOR ALL CROPS

WATCO

NOZZLES — TIMERS — SOLENOIDS — STRAINERS — ACCESSORIES

LAYOUTS SUPPLIED FREE — SEND FOR BULLETIN No. 30

AL SAFFER, Horticultural Supplies, 130 W. 28th St., New York 1, N. Y.
Oregon 5-2248



Complete Clock Timer and 1/2-inch solenoid-wired, ready to hang up.

\$65.00

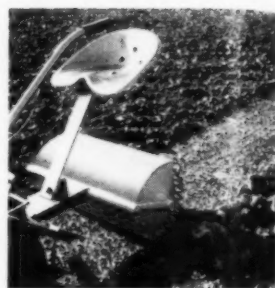
now the finest of Lawns INSTALLED by MACHINE



A self-propelled lawn machine that fertilizes, prepares a fine seedbed, sows the seed, rakes in the seed and leaves the perfect finish for a beautiful lawn.

**SEEDS ALL PLANTED AT
UNIFORM DEPTH
NO FOOTPRINTS OR
WHEEL MARKS**

Used by large and small landscape men in nearly every state in the Union and by the U. S. Government. Names of those nearest you will be furnished upon request.



New Model 36 (As Pictured) will install up to 35,000 Sq. Ft. per hour.
Model 24 will install up to 15,000 Sq. Ft. per hour.

Write Today for Detailed Information and Price List.
Pat. No. 2,730,054

Lawnmaker Co. 1019 N. CENTER ROAD,
SAGINAW, MICHIGAN

17, my wife and I go to the same lot where we purchased a Christmas tree the year before. We take our two kids along. If you advertised in a little 1-inch classified advertisement, I wasn't even aware of it.

"I'd never seen Christmas trees really merchandised, so I wasn't disappointed when I found them strewn all over the lot, in jumbled disheveled piles, with no attempt at order. I expected the salesman to ask me where I was going to put the tree in the house, but he didn't. I went to this lot because I know the trees are cut near here. The operator has no demand on my loyalty, but I think because the trees come from close by, they will be fresher, my wife won't complain about needle fall and the trees will last longer.

"By this time our kids are tugging at us, complaining they're cold, so we wind up by taking a tree at \$3.49; if it had been more, we'd have tried some other lot to see what it had."

F. I. Merritt retails Christmas trees from his own tree field near Purdue University. He tags each marketable tree, while it is still on the stump, with the name of the tree and the price. Trees are worth more on the stump than they are when cut, said Mr. Merritt. The customers can see them better. They tag their own trees, then come back later to get the tree.

"The 'Black Panther' said Mr. Merritt, "was a promotional gimmick that I worked into my advertising, since it had so much publicity elsewhere. Our Christmas tree forest is the part-time home of the 'black panther,' and this idea whets the curiosity of many parents and children.

"FORWARD WITH FAFARD"



Buy ALL Your Soil Conditioners
from ONE Dependable Source

PEAT MOSS

Pure sphagnum
Canadian • German
Available in 7 popular
sizes up to 15 bu.

PEAT HUMUS

The base of a good
growing soil. In plastic
lined bags and bulk.

Prompt Shipments—Dealer Helps

CONRAD FAFARD, Inc., P.O. Box 774, Springfield, Mass.
Phone: LONGMEADOW, LOcust 7-3316

HUMIDOMIST CONTROL for INTERMITTENT MISTING

You will save 90 per cent of your water cost by converting your constant mist to operation for around 4 seconds per minute during daylight hours only.
Especially important in rooting cuttings.



Type T-16 Misting
Nozzle Twin dis-
charge. Covers bench
area 2 ft. wide by 10
to 15 ft. long. Price:
\$2.00.

No. 3001 Day-Nite Clock	\$12.50
No. 1-M Adjustable Interval Timer, 1 Minute Cycle	17.50
Electric Valve with Strainer	
3/4-in.	\$20.50
1-in.	44.80
1 1/2-in.	\$28.50
2-in.	59.50

Cord and plug connections save wiring expense. Prices
F.O.B. Rochester. Add 2 per cent for postage.

Circulars on request.

SUPREME ELECTRIC PRODUCTS CO.

194 Vassar St.

ROCHESTER 7, N. Y.

LANDSCAPING TOOLS, BED LIFTERS

For three-point hitch (Ford Ferguson, etc.). New tools for grading, leveling and nursery work. Best design, lowest prices.

Write for catalog.

ROOTSPRED CO.
ST. PETERSBURG, FLA.

BALED SHINGLE TOW (CEDAR SHAVINGS)

WM. A. JOHNSTON

1522 N. W. Thurman St. PORTLAND 9, ORE.

IT COSTS NO MORE (and in most instances less)

FOR OUR PACKING OF
Nursery Burlap
Squares and Rolls

Write for prices and samples

L. ATKIN'S SONS

P. O. Box 167 Rochester, N. Y.

HERE IS WHY NURSERYMEN PREFER MENNEPOTS



Superior Strength Sturdily constructed, the MENNEPOT withstands hard handling.

Stapled Bottom Comes completely assembled . . . Potting can start immediately upon arrival.

Light Weight The MENNEPOT is economical to use. Light weight makes shipping costs less.

Drainage The side-drainage feature makes waterlogging impossible while standing in salesyard.

Size 0 Top . . . 4 ins.
Bottom 3½ ins.
High . . . 4 ins.
Weight per 100
Regular 10 lbs., Heavy 25
Regular Weight Price
100, \$2.75 1000, \$25.00
Heavy Weight Price
100, \$3.75 1000, \$35.00

Size 0½ Top . . . 5 ins.
Bottom 4 ins.
High . . . 5 ins.
Weight per 100
Regular 12 lbs., Heavy 30
Regular Weight Price
100, \$3.50 1000, \$32.50
Heavy Weight Price
100, \$4.50 1000, \$42.50

Size 1 Top . . . 6 ins.
Bottom 5 ins.
High . . . 6 ins.
Weight per 100
Regular 15 lbs., Heavy 35
Regular Weight Price
100, \$4.00 1000, \$37.50
Heavy Weight Price
100, \$5.25 1000, \$50.00

Size 2 Top . . . 7 ins.
Bottom 5½ ins.
High . . . 9 ins.
Weight per 100
Regular 24 lbs., Heavy 55
Regular Weight Price
100, \$4.50 1000, \$42.50
Heavy Weight Price
100, \$5.75 1000, \$55.00

Size 3 Top . . . 8½ ins.
Bottom 6½ ins.
High . . . 9 ins.
Weight per 100
Regular 30 lbs., Heavy 70
Regular Weight Price
100, \$5.00 1000, \$47.50
Heavy Weight Price
100, \$6.25 1000, \$60.00

Size 4 Top . . . 10 ins.
Bottom 8 ins.
High . . . 10 ins.
Weight per 100-120 lbs.
100, \$11.00
500, \$52.50 1000, \$190.00
*Heavy Only—
For trees and shrubs.

Size 5 Top . . . 12 ins.
Bottom 10 ins.
High . . . 12 ins.
L.G. POT
Weight per 100-250 lbs.
20, 30c ea. 100, \$27.50
500, \$125 1000, \$225
*Special for extra-heavy
trees and large shrubs.

Size Pan Top . . . 8½ ins.
Bottom 7½ ins.
High . . . 5 ins.
PAN
Weight per 100
Regular 30 lbs., Heavy 70
Regular Weight Price
100, \$5.00 1000, \$47.50
Heavy Weight Price
100, \$6.25 1000, \$60.00

Distributors

NEW YORK	Jackson & Perkins Co., Newark, N. Y. Gar Prod., Inc., Queens Ave., Lindenhurst (Long Island), N. Y.
OHIO	Sholl Distributing Co., 560 E. 99th St., Cleveland, O. I. G. Harmon & Son, 1809 19th St., Canton 4, O.
PENNSYLVANIA	E. C. Gelger, North Wales, Pa. Verscharen's Garden Centers, Rt. 51, Brentwood, Pittsburgh, Pa. Rt. 88, S. Park, Pittsburgh, Pa.
NEW JERSEY	New Jersey Farm Supply, 449 Market St., East Paterson, N. J. Somerset Rose Nursery, Inc., New Brunswick, N. J.
MICHIGAN	Michigan Bulb Co., 845 Ottawa, N.W., Grand Rapids, Mich. Growers Exchange, Inc., P. O. Box 397, Farmington, Mich. Strickland Seed Store, 1429 Gratiot Ave., Detroit, Mich.
RHODE ISLAND	American-Dutch Trading Co., Inc., 47 Coddling St., Providence, R. I.
CANADA	The Sheridan Nurseries, Ltd., Sheridan, Ontario, Canada.

500 of a size takes 1000 rate in sizes 0 0½ 1 2 3-Pan.
Regular-weight pots packed 100 and 200 per carton
in sizes 1-2-3-Pan. Size 0, 250 only. Size 0½, 200
only. Heavy pots are packed 250 per carton in
size 0; 100 per carton in sizes 0½ and 1; 50 per carton
in sizes 2, 3, Pan and 4, and 20 per carton in size 5.
NO BROKEN CARTONS

SEND \$1.00

FOR COMPLETE SET OF 14 SAMPLES.

THE MENNE-POT, INC.

NORTH TONAWANDA, N. Y.

Phone Ludlow 4444

Prices Vary Slightly in Areas Served by Distributors
DISTRIBUTORSHIPS OPEN IN SOUTHERN STATES

Since so many people come to pick out their own trees, Mr. Merritt keeps the weeds mowed. As a special inducement he gives each tree customer a few extra branches for decorating. The bulk of his sales is made between December 8 and 17.

Wholesaler's Comments

Gene Abercrombie, a wholesaler from Cincinnati, O., reported that this season, for the first time, he had buyers who objected to trees' being too bushy, but such trees were used to fill a demand for picture window use.

This season red pine sales were down and there was an upward surge in use of and demand for well-trimmed white pines for Christmas trees, said Mr. Abercrombie. He believed no matter how carefully trees are trimmed, they are never so good, the second and third years, as the first-year selections.

Mr. Abercrombie reported that the Cincinnati market was glutted with Scotch pines the past season

ARROW/NAMSCO PEATS = SALES REPEATS



Prompt Shipments
"Hollandia" Burlap
SQUARES
REED MATS

for Coldframes

Write for Prices
State Requirements

NEW AMSTERDAM IMPORT CO.
101 W. 31st St., NEW YORK 1, N. Y.

and a single shipment of good trees from Michigan sold at a low price midway of the season broke the market as much as 60 to 75 cents in a single night. Next year Mr. Abercrombie intends to flock a great many trees.

John Holwager classified the various evergreens used as Christmas trees in the following order of popularity: Scotch pine, white pine (dual purpose), Austrian pine, red pine,

jack and Virginia pines, Norway spruce and balsam fir.

Costs

Anyone inclined to think, as many do, that all one has to do is to plant the seedlings, then come back seven or eight years later and pick up his fortune, would have been jarred by the remarks of A. M. Herrick as he worked out, with the advice and consent of his audience, the actual

Insurance



plus
Profit

with the

ROSS Root Feeder

Every customer who purchases new plantings should have one—and you'll save replacement headaches.

**HERE'S WHAT ROSS
ROOT FEEDER SALES
WILL DO FOR YOU . . .**

1. Insure new plantings sales. Customers who use the Ross Root Feeder to feed and water new plantings will be delighted with the remarkably fast, healthy start their plantings will show. Even in poor soil areas the Ross Root Feeder assures plantings that live. No costly replacements . . . plenty of satisfied customers.

2. Generous profit margin for you on every Ross Root Feeder you sell. Unlimited repeat sales and high profits on cartridge sales. The Ross Root Feeder is most effective when cartridges are used. Your customers must come to you for the cartridges so you have steady sales for years after you sell a Ross Root Feeder.

If You Want Insurance Plus Profit on Your Planting Sales—Sell the Ross Root Feeder, Too!

For complete information, write Dept. N

Ross Daniels, Inc.

207 Court Ave.
DES MOINES, IOWA

costs of growing Christmas trees on low, medium and high-priced land. This feature pointed up the many costs often overlooked by those who consider the Christmas tree the modern version of the money tree.

Using land valued at \$20, \$50 and \$100 an acre, an interest rate of 5 per cent and a rotation period of eight years, a grower finds this element of cost adds up to 10 cents per tree on the \$20 land, 36 cents on the \$50 land and 67 cents on the \$100 land, assuming the marketing of 1,000 trees per acre.

Author's Note: There was much interest manifested in flocking, which is not well understood by growers. In the Chicago area the Christmas season saw a veritable avalanche of flocked trees. Florists bought these flocked trees, from 30 to 50 at a time and the awkwardness of delivery was solved by using an enclosed van.

One flocker put the business on a mass production basis, using a vacant garage and salesroom for both flocking and display purposes. The booth where the trees were flocked was curtained on three sides; the stand that revolved the tree was motor-driven, while the outlets of the compressor were combined so that the surge of flock-laden air out of the big hose sucked enough adhesive along with it to make no further additions necessary. Beyond these arrangements, no particular skill was required, just someone to direct the stream of rayon fibers and adhesive onto the tree as it turned.

WESTERN CONVENTION

[Continued from page 12]

arising from the effect of the wind on automatic watering systems.

Dr. Stoutemyer concluded his talk by telling of a new and separate operation in the nursery trade, the specimen plant nursery, that has grown out of the container-grown plant development of recent years. These specimen plant nurseries, nurseries especially popular with landscape architects, grow plants in containers to larger sizes by transplanting from can to can. They specialize not only in large specimen stock, but also in specialty items, such as espalier and multi-trunk trees. For larger containers, the 15-gallon lard can, the 30-gallon carbide drum, butter tubs, halves of 50-gallon barrels or specially constructed boxes are used.

With his colored slides, Dr. Stoutemyer toured the can preparation, potting and soil preparation and sales operations of several of the larger

FOR BETTER PLANTS to sell next spring USE HELLER-GRO NOW

Paste-form HELLER-GRO is a balanced plant food. It is easy to use, economical, dissolves completely in water and is odorless. The nitrogen in HELLER-GRO is in nitrates that go to work at once to improve color and general condition quickly, and urea, which releases its nitrogen more slowly, giving a long growth response.

Sold in 3 1/4-oz. tubes, 1-lb. cans, 50-lb. pails.

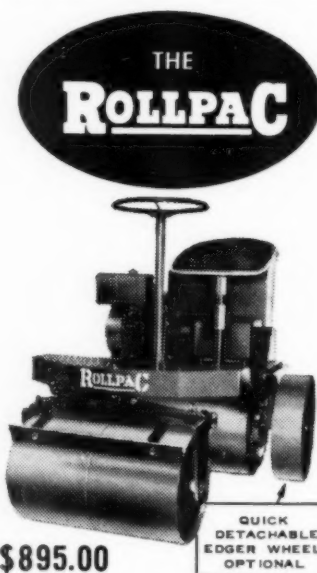
REPRESENTATIVES:

Norco Garden Products, 95 King St., E., Toronto, Ont., Canada

Gordon H. Knowles, 20 St. Albans Ave., Newtown Square, Pa.

HELLER GREENHOUSE LABORATORIES

218 E. Pikes Peak Ave., COLORADO SPRINGS, COLO.



\$895.00

QUICK
DETACHABLE
EDGER WHEEL,
OPTIONAL

**A Standout One Ton Roller
in worldwide use by
Contractors, Paving Engineers
and Institutions.**

Ask To See It.

ROLCOR INDUSTRIES

1208 2nd Ave., S.
MINNEAPOLIS 3, MINN.

container nurseries on the west coast.

Nursery Merchandising

George Rose, vice-president of the Henry Field Seed & Nursery Co., Shenandoah, Ia., spoke next on "Merchandising Methods Applying to the Nursery Industry." Basing his contention on the facts that the whole country is merchandising mad and that our expanding industries and our high standard of living are largely due to advanced merchandising methods, Mr. Rose advised the convention that nursery merchandising has been far in arrears, with the possible exception of methods used by the growers of patented roses.

Explaining why nurserymen do not create great volume sales for themselves, he advanced the theory that most nurserymen are plant-lovers first and businessmen second—often poor businessmen. The nursery industry is the only one in which the prices are guessed at instead of being based on production costs. Most nursery prices are set on the basis of a competitor's prices, which leads to selling by price alone rather than selling the item. Most good merchandising done in other fields is aimed at selling the beauty or utility of an object first and the price last.

As suggestions for improvement in nursery merchandising, Mr. Rose mentioned the development of attractive packaging with bright pictures to replace ugly, dormant plants in dull wrappers, and the use of cost-accounting methods to find items that are not paying and how to expedite lines with high profit. He noted, however, that attractive wrappings are not the ultimate in nursery merchandising and asserted that all nursery stock may eventually be sold in containers, as this seems to be the most efficient and appealing method of presenting stock to the public. Mail-order houses may be forced to adapt to this new idea by developing lightweight containers with a lightweight medium. The ultimate sale in the nursery, he stated, may be a plant grown in a small to medium lightweight container, the entire unit to be planted when purchased.

Panel Discussions

Mr. Rose then acted as moderator of a panel discussion on nursery merchandising. The panel consisted of the following: Vaughan Woodard, of the Neosho Nurseries Co., Neosho, Mo., who conducts a mail-order business; John Pinney, of the Willis Nursery Co., Ottawa, Kan., a wholesale nursery, and Ellory Bennett, of



HOWARD ROTAVATOR



The sturdy, dependable Howard ROTAVATOR GEM is a real money-maker, giving maximum production at lowest labor cost per acre. The GEM is powered with a Wisconsin AEN or TF engine and is available in three tillage widths, 20", 24" and 30". The price range is from \$834 to \$1135.

The GEM has three forward speeds plus reverse, and tills up to 24,900 sq. ft. per hour. The "slice-loosen-mix" action of the exclusive ROTAVATOR hoe-like blades and the positive depth control make mulching-in, fertilizer or insecticide mixing-down, and seedbed preparation a snap with the GEM.



EM series tractor-mounted ROTAVATOR for tractors up to 45 hp. 50 and 60 inch tillage widths. Offsets up to 15 in.

WRITE TODAY FOR FACTUAL, INTERESTING LITERATURE

Howard Rotavator Co., Inc.
1615 East Davis Street
P. O. Box 30, Arlington Heights, Illinois

Please send me literature about the
Howard ROTAVATOR GEM ☐
Howard ROTAVATOR EM series ☐

Name _____

Address _____

City _____ State _____

PRINTING FOR NURSERYMEN

Better Quality—Lower Prices
Prompt Service

Moisture-resistant labels, plain or printed, single or sheets for typewriter use. Wide variety, lowest prices.

Shipping tags, color broadsides, catalogs, price lists, order blanks, order books, stock records, gummed labels, blotters, salesbooks, distinctive stationery.

Letterpress and offset printing. Write for free samples and prices.

THE TINGLE PRINTING CO.
SINCE 1907 PITTSVILLE, MD.



ULLMAN CLEAT

Strong, reliable, protects flowers from damage in transit, satisfies customers and insures better prices. The Ullman cleat grips sides of box, holds stems to bottom. Send for prices.

THE ULLMAN CO.
Northampton, Mass.



Highest Quality—Precision Workmanship. Unsurpassed by any other brand. Wholesale prices. Request our illustrated list.

EXCELSIOR

377 Coolidge Ave. FORT LEE, N. J.

WANTED

Irrigation equipment lines and pump. Portable type or tractor mount. 3 to 5-acre capacity.

KARL'S SUNSET GARDENS

M. T. D. 2 Hinsdale, Ill.

TIE FLOWERS and NURSERY STOCK The "SAXMAYER" Way



A small, fully automatic, electric, bench-model tying machine — self-adjusting to all sizes of bundles — especially designed for tying flowers and nursery stock in bundles up to 16 ins. in circumference. It's lightweight, so simple in construction even a child can operate it. Write for illustrated folder describing SAXMAYER models serving over 100 different industries.

—ALSO— MODEL SRN For tying nursery stock

Uses sisal, jute or cotton twine to tie bundles up to 10 ins. in diameter by 7 ft. long with one wrap of twine and non-slip bow knot without adjustment. Fully automatic—fully guaranteed. On trial basis.

Write Dept. A for literature.

**NATIONAL
BUNDLE TYER CO.**
BLISSFIELD, MICH.

SALEM'S NEW 20-INCH SPREADER



Perfect for use on home lawns and gardens.

- Steel Construction
- Reinforced, extra-large hopper. Holds 40 lbs.
- Spreading width—22 ins.
- Shipping weight—19 lbs.
- Equipped with rubber-tired wheels.

Retail Price, \$12.75—Dealer's Discount, 33 1/3%

THE SALEM TOOL CO.
SALEM, O.

the Chesmore Seed Co., which operates a garden center at St. Joseph, Mo.

A lively discussion followed on the testing and promoting of new plant material on a larger and more intensive scale by wholesale nurseries before releasing the material to retailers. The various advantages and disadvantages of patented plants and retail guarantees were also discussed. Suggestions were given and discussions held on the garden center type of operation. Various points of policy about remaining open on Sundays and holidays, and the relative merits of self-service versus salespeople were debated.

Sales projects, such as spring opening events and methods of display for eye-appeal received attention. It was also suggested that many nurserymen have never considered it important to be friendly and courteous to their customers. The ever-increasing tendency for nurseries to participate in some sort of Christmas business to add income over an off-season period was discussed as the final item on the agenda for the day.

A banquet was held Tuesday evening, with 167 nurserymen and their wives attending, in the Colonial room of the Hotel Muehlebach. After dinner, a program consisting of a floor show and dancing was presented.

Landscape Trends

Wednesday morning the convention assembled to hear Robert Goetz, landscape architect of Webster Groves, Mo., speak on "Current Trends in Landscape Design." Mr. Goetz stressed the importance of the many landscape specialists who enter into the preparation of a house and yard for living. He emphasized the duty of the landscape architect to coordinate and cooperate with all these specialists in the interest of the client. He also emphasized the role of competent professional design service in organizing all outdoor elements.

In his presentation of colored slides, Mr. Goetz illustrated important factors in today's landscape design: The increased tendency toward outdoor living due to increased leisure time and greatly increased numbers of homeowners in suburban areas; the incorporation into landscape design of new construction methods and latest technological and scientific advances; lower maintenance requirements made necessary by the increased cost of competent maintenance help; the increased use of local materials, both building and

NOW... A SPECIAL Taubman BLACK INDELIBLE MARKING PEN

TO MARK
WOOD LABELS
AND TAGS

MODEL #329 N

6 1/2
INCHES
LONG **39¢**
Fed. Tax included

- Disposable . . . No refills
- Quick drying
- Fade proof • Run proof
- Not affected by rain, snow, insects, soil bacteria

INQUIRIES
FROM WHOLESALERS INVITED

SEND YOUR
TRIAL ORDER
FOR ONE
DOZEN PENS
TODAY

FOR QUICKLY
IDENTIFYING
TREES, SHRUBS,
PLANTS

SAMUEL TAUBMAN & CO.

176 Madison Ave. NEW YORK 16, N. Y.

"Wearproof"

PLANT LABELS

COLORS PLASTIC
Red, Blue, Green, Yellow
or White

Style 2745 of high-grade plastic with smooth surface for marking. Not to be confused with cheap, thin plastic imitations that bend and break easily. Priced (postage prepaid), per 1000, \$11.00.

Write for our catalog showing complete plant label line.
Est. 1902 **NATIONAL BAND**
P. O. Box 5-254 NEWPORT, KY.

JOHNSON WEEDER Attention—



- Nurserymen
- Garden Stores
- Growers

Here is the ideal hand weeder—sturdy, high-quality steel blade for cutting weeds; easy-grip, hardwood handle. Designed and used by a grower. 50¢ each per dozen, postpaid; 40¢ each per gross. F.O.B. Ironwood.

JOHNSON WEEDER
322 Douglas Blvd. IRONWOOD, MICH.

'GRO-QUICK' ELECTRIC SEED BED HEATER

SEED UP IN 30 HOURS
ROOT CUTTINGS IN 6 DAYS
CUT GERMINATION TIME BY 1/2
TRANSPLANT 2 WEEKS SOONER
You, too, can get these results. Get free plans — instructions.

GRO-QUICK CHICAGO 18, ILL.
355 W. Superior St.
West Coast: 1864 S. 120 St.,
Seattle 88, Wash.



plant materials, and the use of materials that will withstand weather cycles, both wet and dry, for a long period of time.

Clyde Stocking, San Jose, Calif., president of the American Association of Nurserymen, outlined the advantages of membership in the A. A. N. and reported on the association's activities in recent developments concerning the fair trade act, the A. A. N. insurance plan, market development, industrial landscaping promotion and A. A. N. sales and planting aids. Vincent Bailey, of the J. V. Bailey Nurseries, St. Paul, Minn., A. A. N. region IV director, reported on various merchandising and sales bulletins offered by the association. Vernon Marshall, Marshall's Nurseries, Arlington, Neb., gave a summary prepared by the A. A. N. on the new interpretations of the 1954 income tax law as applied to the nursery industry.

During the business meeting that was held after Mr. Marshall's talk, 12 firms were accepted into membership of the Western Association of Nurserymen. The convention and hotel committee recommended that the 68th annual convention be held at the Hotel Muehlebach in Kansas City, Mo., January 6 to 8, 1958. This would be the first 3-day meeting in the history of the association. Newly elected president, C. C. Smith, announced that the present membership of the association stands at 187 members and that his chief aim during 1957 will be to increase membership.

MARYLAND MEETING

[Continued from page 109]

for building. Even now, Mr. Kennedy said, builders and forward-looking speculators in the nation's capital are looking to the shores of Chesapeake bay and the slopes of the Blue Ridge mountains, thinking that these will, in the future, be the suburbs of Washington, D. C.

Capt. Robert J. Foley, of the United States Navy, a Maryland homeowner, characterized the average suburbanite as a somewhat variegated individual with respect to interests, hobbies and sports. All, however, have a common desire to make home improvements. While this often necessitates the calling in of a professional to correct mistakes or to handle work that is formidable, yet the owner undertakes much.

His motivations for this, Captain Foley reasoned, are improvements made by a neighbor down the street; ideas gleaned from the home-improvement sections of newspapers,

**America's
first
and
foremost
rotary
tillers
are
made by
Ariens!
None
finer
at any
price!**



Never before a tiller like

NEW!

NEW!

NEW!

Ariens
MULTIMATIC

**With 2-Direction Operation
Using Insta-Hitch Attachments**

You've never seen—or operated—an easier handling rotary tiller than the new Ariens MULTIMATIC. Tills 16 inches wide. Has ball and cam differential for positive traction, effortless steering and instant turnaround. Handle swings horizontally 180° for use with front or rear-mounted Insta-Hitch attachments. Controls always at fingertips. See it . . . try it . . . and you'll buy Ariens MULTIMATIC!

See your dealer or write:

ARIENS COMPANY

141 Calumet St., Brillinn, Wis.

ROOTSPRED TREE PLANTERS

Plant seedlings on rough land: Steep, stony, brushy, heavy sods, at 10 times the hand rate and with better survival.

Two models: Standard at \$365 and the M-55 at \$245 for easier sites. Write for details.

ROOTSPRED

ST. PETERSBURG, PA.

GREENHOUSE AND NURSERY SUPPLIES

AMERICAN FLORIST SUPPLY CO.

1335 W. Randolph St.

CHICAGO 7, ILL.

**Twine and
Cordage**

For All Nursery Requirements

GEO. B. CARPENTER & Co

SINCE 1840

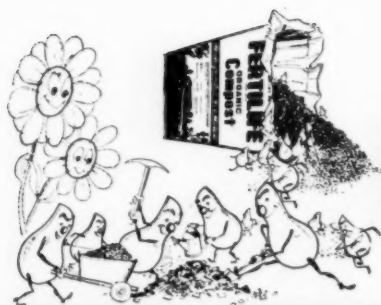
401 N. Ogden Avenue, Chicago 22, Ill.

A. M. LEONARD & SON

PIQUA, OHIO

Knives - Shears - Pruning Tools
Nursery Spades - Grafting Supplies

WRITE FOR CATALOG



**SALES
ALIVE**
with

FERTILIFE

The Amazing Organic Compost that's Fertile and Full of Life!

This spring sell "live" Fertilife . . . composted from rich Chicago Stockyards cow manure. Has multiplied bacteria, concentrated plant food. No weed seeds, no offensive odors.

Fertilife puts "new life" into soil . . . into lawns, flowers, shrubs and trees . . . "new life" into your spring sales!

FERTILIFE "GROWS" BUSINESS IN YOUR OWN BACKYARDS

1. TAGS for Your Nursery Stock
2. ADS in Your Newspaper
3. SALES LITERATURE
4. COLORFUL DISPLAYS in Your store
5. TV & RADIO Commercials by John Ott

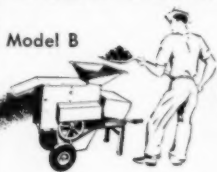


LIBERAL PROFITS! SUPER-SERVICE!

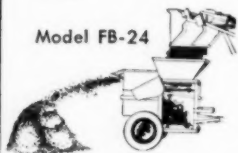
As a Fertilife Dealer, you have an excellent mark-up, two-season seller, fast turnover. Prompt delivery from more than 100 wholesaler warehouses. 5 and 50-lb. bags in air-tight polyethylene. Ask your distributor or write us. DISTRIBUTORS—Get details on liberal profit franchise with free advertising and sales promotion.

CHICAGO STOCK YARDS COMPOST CO., 503G W. Exchange Bldg., Union Stock Yards, Chicago 9, Ill.

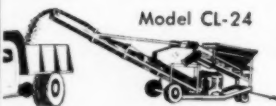
Peak Performance + Power Efficiency



Model B



Model FB-24



Model CL-24

Shred, Blend, Aerate With A

LINDIG

For Better Plant Growth

Soil, peat, manure, compost, sphagnum moss. Wet or dry! Rock and other foreign material will not damage the patented all-steel rotor assembly. Also available with shredding hammers for soil and organic material. Lindig offers you the most complete line of shredding equipment, with capacities from 3 to over 100 yards per hour. Screening attachment available for removing rocks. Hand and power fed models. Units with or without loading conveyors.

**Write or call for particulars
and name of Dealer**

Patented and Built Exclusively Since 1940

LINDIG MANUFACTURING CO. INC.

1875 W. COUNTY ROAD C • ST. PAUL 13, MINN.

BURLAP SHEETS AND SQUARES

cut and sewn to your specifications. Quotations and samples on request.

STERLING BAG & BURLAP CO.

41 Carolina St. BUFFALO 1, N. Y.
Phone: CL 2339

NURSERICANS...

The Modern Steel Container
(trade designated as one, two and three-gallon sizes.)

THE LERIO CORP.

MOBILE 6, ALA. VALDOSTA, GA.

magazines and do-it-yourself books; observations made on the way home from work, and advertising brochures of banks and those of lending agencies.

Whether modernizing, making alterations or landscaping his home, the suburbanite is always fearful of the cost. He does considerable figuring and wonders whether he has money enough for the work. He often worries, too, that the business concern might consider his job too small to handle, or that the work might prove too expensive. Such fears are lessened, Captain Foley said, by such advertising as "No Job Too Small" or "Financing Possible."

Suburbanites, too, have been conditioned to look for seals of approval. There are many kinds; maybe some are not so well known, but most of them look impressive.

Credit Buying Fashionable

Perhaps the most important characteristic of the suburbanite is that attitude of enjoy it now, pay for it later—on easy terms. The volume of this type of business is tremendous. Formerly, to be in debt was a horrible thought; now it seems the fashionable thing. Vacations, trips to Europe, children's educations, all these are being paid for on the installment plan.

The trends of suburbanites, Captain Foley continued, could perhaps be channeled in the direction of good landscaping by a series of articles on the subject. Homeowners might also like to be reminded from time to time that they could enjoy the pleasure of landscaped grounds now, paying for them later. Nurserymen might team up with banks or other lending agencies in jointly preparing and distributing literature to this effect, for their mutual benefit.

Suburbanites could be coached into having good landscape work by being given a seal of approval for a good job by the Maryland Nurserymen's Association, concluded Captain Foley.

John P. Donofrio, John P. Donofrio, Inc., Westminster, speaking as a landscape designer and plantsman, listed some of the points a builder should consider from the landscaping standpoint. A larger budget should be allowed for planting work, he said. This gives the landscaper an opportunity to do a better job and he will then take more pride in the work.

Nurserymen should be allowed more latitude and given the opportunity to exercise their best judgment as to what plants should be used, where they should be planted and what size of plant is involved.

Having Trouble Making Bigger Money ? Become a LANDSCAPE NURSERMAN NOW, 3 Courses to Select From!

1. Basic Course No. 1

Complete landscape training, horticulture, construction, maintenance, drafting and designing.

2. Basic Course No. 2

Same as Course No. 1, with exception that no drawing projects are required. In many phases of landscape work, training in drawing is not essential.

3. Landscape Design Course

This course designed primarily for the advanced nurseryman who does not require horticultural training, but who wishes to capitalize on the profitable new profession of *landscape nurseryman*.

INVEST IN A BIGGER-EARNING FUTURE

1957 courses now available. Write today for FREE booklet. Simply write "Send Bulletin No. 7" on a card or clip coupon at right.



MAIL COUPON TODAY!
NATIONAL LANDSCAPE INSTITUTE
Dept. N-27
310 S. Robertson Blvd.
LOS ANGELES 48, CALIF.

NATIONAL LANDSCAPE INSTITUTE, Dept. N-27
310 S. Robertson Blvd., LOS ANGELES 48, CALIF.

Rush Bulletin No. 7 to me at no obligation.

Name (please print)

Address

City..... Zone.... State.....

The landscape man should be allowed more judgement in the selection of plants to be used, depending upon his knowledge of local soil and climatic conditions.

While the landscape man should realize that the builder is a businessman like himself, he should argue for a better planting job rather than attempt to meet the builder's landscape budget. The landscape business will be farther ahead with this insistence than if it accepts the builder's terms when those are inadequate.

Builders, Mr. Donofrio said, should do a better job of grading and clearing away their debris. Often buried rolls of roofing paper, squares of shingles and other materials are found, which represent money that could have been added to the landscape budget.

Advertisements of houses for sale always specifically mention a powder room, one and a half baths, etc., but say nothing relating to landscaping. Why should not nurserymen, Mr. Donofrio asked, inform the public what constitutes good landscaping and good sodding? When these things turn out badly it is the landscape men whom the homeowners blame, not the builders, who are really at fault.

In his closing remarks, Mr. Donofrio

MAKE MORE MONEY Test Your Own Soil!

Grow Better Plants at Lower Cost

Here's how to guarantee yourself more dollars from every row. Don't put up with stunted stock when it's so easy to grow bigger, hardier, healthier plants that sell themselves! These simple 10-minute tests tell just what to do, how much fertilizer to use. Saves money, prevents plant losses, corrects alkalinity or acidity (pH). The **Sudbury Soil Test Kit** makes your nursery such a beauty spot everybody will stop and buy.

Test anywhere—in the field, frames and greenhouse. Do it yourself—no long waiting for reports—get the correct answer right away. **Order Now!**



ORDER
FROM
THIS AD

No Knowledge of Chemistry Needed

Easy as reading a thermometer. Tests for nitrogen, phosphorus, potash, pH (acidity)—only 10¢ a test.

Low Cost, \$29.95.

SEND NO MONEY Order COD, or send check & save \$1.91 to \$3.55 postal charges.

Easy Payments if Desired! Pay mailman \$4.95 plus postage, then 4 monthly payments of \$6.75 ea.

BETTER CROPS GUARANTEE Your money back anytime within a year if you don't get better plants.
SUDBURY LABORATORY
Box 106, South Sudbury, Mass.

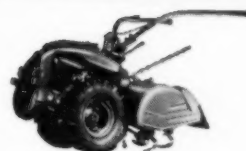
NURSERY LATH

Penta-treated and securely woven together with heavy galvanized wire to provide 70% controlled shade.

One roll or more shipped anywhere!

F. A. MCKENZIE MFG. CO.
Avinger Texas

The Original SWISS ROTARY TILLERS



**NOW HAVE
UNBREAKABLE
CLOGPROOF TOOLS
PLUS
REVERSE-A-MATIC
DESIGN
FOR ATTACHMENTS**

Write for details of new models.

E. C. GEIGER CO.

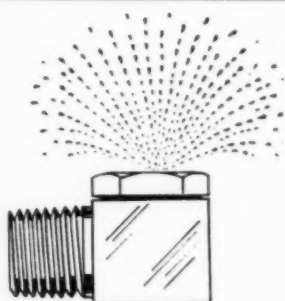
P. O. Box 270
NORTH WALES, PENNSYLVANIA
U. S. A. Distributor

For Bark Wounds—

NU BARK

Activated sulphur in a very water-proof base. Write for a sample.

NU BARK 20 W. Johnson St.
CHARLESTON, ILL.



DID YOU KNOW?

You can have a complete propagation system for sixteen cents per square foot.

Mist-O-Gation, Inc., after six years' practical experience in the use of fog, now offers a complete misting system, designed to cover 1764 sq. ft. (nozzle spacing 5 ft. 3 ins. square), at a cost of only

\$275.00

Includes all pipe cut to size and threaded, nozzles, fittings and timing cycling equipment. Complete list of materials and layout on request.

Trial order—5 nozzles, postpaid, \$ 5.00
12 nozzles, postpaid, 11.00
100—80¢ each, 500—65¢ each, postpaid.
Check with order, please.

Mist-O-Gation, Inc.

R. D. 2. MIDDLETOWN, DEL.

SKINNER overhead irrigation



Assures better, healthier stands
faster growth . . . bigger PROFITS!

FORGET DRY SPELLS. Your growing stock can have a shower of gentle, penetrating "rain" at the mere turn of a valve. Skinner overhead irrigation also gives you positive protection against frost . . . lets you control soil moisture for easy setting and transplanting.

free

literature gives the full story.
Write for it TODAY.



The SKINNER IRRIGATION CO.
250 Water Street, Troy, Ohio

. . . for over a half century

HOW TO BUILD GARDEN STRUCTURES

By Henry B. Aul.

Grills, fireplaces, outdoor kitchens, lounges, storage walls, garden walks, pools, terraces, benches, arbors, fences and fountains. 200 designs and plans. 284 p. (1950). Price, \$3.50, postpaid.

AMERICAN NURSERYMAN
343 S. Dearborn St. Chicago 4, Ill.

frio warned that builders are not providing enough room for landscaping. They are trying to put too much on to little space. Nurserymen should take the initiative to see that sufficient land is available for the proper landscaping that makes for gracious and pleasant living.

Panel moderator, Edward I. Stock, Jr., ended the discussion by assuming the role of the banker. People, he said, buy what they wish to buy. People have been conditioned to installment credit. Ask them what their net worth is and they cannot tell you; ask them what their monthly installment payments are and they can name them immediately. Perhaps more use should be made of credit selling by those who are engaged in the landscape and nursery business.

MODERN NURSERY DESIGN

[Concluded from page 79]

restock the piles at the same time, saving time and money. This is also good inventory control and eliminates overstocking an item.

Planning Extra Services

At the time the nursery is being planned it may not be feasible to include a few extras, but it is always well to look forward to the future. A repair shop for mowers and power equipment is a good asset to any nursery, and a greenhouse for indoor planters has great appeal to the modern homemaker. With future expansions in mind, the nurseryman should plan his buildings so that these can be added with ease. Too, as he plots his blueprints, he should plot also the course of customers into the store and nursery, plus the future extensions, and channel them so that he obtains the most merchandising value from his design with a minimum of manpower. As a guide to planning, 3,000 square feet of store space and 14,000 square feet of lath house are ample for a sales volume of \$50,000 to \$250,000.

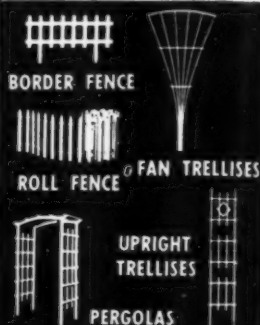
HERBICIDE RENAMED

Crag Herbicide-1 will hereafter be known as Crag Sesone, according to an announcement by the Carbide & Carbon Chemicals Co., a division of Carbide & Carbon Corp., manufacturer of the herbicide.

The change of name was made in cooperation with the nomenclature sections of the Weed Society of America and the American Standards Association. The purpose of the change is to help growers and experiment station workers identify

Concord GARDEN WOODWORK

"The Most Popular Line
of its Kind"



WRITE for CATALOG
and PRICES

CONCORD WOODWORKING CO.

FAST SERVICE—3 SHIPPING POINTS
21 West Taylor St., Chicago 5, Ill.
1399 Holly Ave., Columbus 8, Ohio
10 Beharrell St., W. Concord, Mass.

PRESERV-ALL

STOPS . . . Dry-Rot
Mildew — Termites



Greenhouses — Coldframes — Flats
Stakes — Posts — Signs — Sales Courts

**ROTPROOF ROPE—CANVAS—
BURLAP**

Preserv-All is applied by brush, spray or dip; can be painted over. Gives up to 5 times longer life to materials treated.

Preserv-All



5-gal. 55-gal.
Protector cans drum
Green . \$1.70 gal. \$1.60 gal.
For Dipping

Builder
Green . 2.10 gal. 2.00 gal.
Brush or Spray

Prices F.O.B.
Providence, R. I.
or your nearest distributor

**PRESERV-ALL WON'T HARM
PLANTS**

Write for complete catalog of nursery supplies.

AMERICAN-DUTCH TRADING CO., INC.
47 Coddling St. PROVIDENCE, R. I.

DARLING'S

"Rite in the Rain"

**WATERPROOF
TREE AND PLANT LABELS**

"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low-cost labels. Millions are used every year by nurserymen.

Write for samples and prices.

J. L. DARLING COMPANY
BROWN'S POINT, TACOMA, WASH.

Pursley VelvaGreen

Meyer Z-52
Emerald
Matrella

ZOYSIA GRASS



**PURSLEY
ZOYSIA
GRASS CO.**

NOW NEW LOWER PRICES...TO GET YOU MORE NEW CUSTOMERS — BIGGER PROFITS!

WHY Home Owners Want and Will Pay More for ZOYSIA Grass

Pursley "Velva-Green" Zoysia is the most beautiful of all lawn grasses • Recommended by the U.S. Department of Agriculture • Requires fewer mowings, less fertilization and attention • Grows thicker, stronger, more beautiful with age • Chokes out weeds and crabgrass • Very tolerant of salt spray • Once established, requires less water • Grows in most any type of soil • Your customers will like Zoysia—and recommend it to their neighbors and friends!

MAKE HUGE PROFITS and Undersell the National Market

Zoysia is still scarce and retails at terrific prices • We can sell you Zoysia at unbeatable low wholesale prices because we have many acres under ideal, scientific cultivation the year 'round • Buying at Pursley's wholesale prices, you can afford to sell Zoysia at bargain prices to pull volume traffic—and STILL MAKE BIG PROFITS.

BE FIRST in Your Area to Sell ZOYSIA GRASS

All Pursley "Velva-Green" Zoysia Grass is uniform 12" cut stock—clean, mature, healthy—the finest obtainable anywhere • We deliver anywhere... bulk sod 12" x 12"... or packed in individual boxes, ready for sale.

ORDER NOW FOR SPRING DELIVERY

Write Today for Full Information and Price List

"WORLD'S LARGEST GROWER OF ZOYSIA GRASS"

Dept. AN CENTRAL AVE. at 31st ST. • ST. PETERSBURG, FLORIDA • Phone: 7-4363

SNOW FENCE is IDEAL for

**WINDBREAKS
SHADING
ENCLOSURES
LATH HOUSES**

Three Types Available

PROMPT
SHIPMENTS

Special Snow Fence—58 to 60 per cent Shade
Standard Snow Fence—43 to 46 per cent Shade
Farm or Utility Snow Fence

Write for
specifications
and prices.

PHILIP HARTIGAN, Road Equipment and Supplies

P. O. Box 283

HONESDALE, PA.

more readily the formulation of the weed preventive, sodium 2,4-dichlorophenoxyethyl sulphate.

CORRECTION

Case Hoogendoorn, Newport, R. I., calls attention to the fact that he was incorrectly quoted in a report of the annual plant propagators' meeting appearing in the January 1 issue of the American Nurseryman.

In the article Mr. Hoogendoorn was misquoted as advocating cutting-grown cotoneasters rather than seedlings because of better-developed root systems in the former. In actuality he has discontinued growing cotoneasters from cuttings because he has found that seedlings develop a better root system.

VIRUS-FREE STRAWBERRY

The supply of virus-free strawberry plants produced by seven Michigan nurseries under supervision of the state department of agriculture will be greater than was anticipated, according to Robert H. Fulton, Michigan State University, head of the virus-free strawberry program. Speaking at a recent convention of the Michigan State Horticultural Society, Mr. Fulton stated that the plants will be available for the spring season in three varieties, Robinson, Catskill and Marshall.

Growers cooperating in the program are Emlong Nursery, Stevensville; Robert Buskirk, Stevensville; Charles Zollar, Benton Harbor; Jack Willoughby, South Haven; Kellogg Nursery, Three Rivers; David Scott,

Northport, and Rodney Bull, Casnovia, all of Michigan.

In other sessions of the convention, Jerry Mandigo, Paw Paw, southwestern Michigan horticultural agent, stated that wind-making machines may be the coming thing in frost prevention for vineyard operators, and a panel of fruit growers recommended the expanded production of pears as a diversification in Michigan fruit crops.

LANDSCAPE and maintenance services are being carried on by W. Bruce Peterson in his newly formed business, Indian Hill Nurseries, R. D. 1, Manlius, N. Y. He attended forestry school and has had previous commercial experience in the landscape and tree service fields.

OFFERING QUALITY SHRUBS IN GOOD QUANTITY

	Price		Price
	Per 1000		Per 1000
Spirea Blue Mist		Clavey's Honeysuckle	
No. 1	\$300.00	2 to 2½ ft.	\$650.00
Medium	220.00		
Barberry, Thunbergi		Zabeli Honeysuckle	
2 to 2½ ft.	450.00	2 to 3 ft.	450.00
Japanese Quince		Prunus Triloba (Shrub)	
2 to 3 ft.	450.00	2 to 3 ft.	700.00
18 to 24 ins.	350.00	Spirea Japonica Coccinea	
		12 to 15 ins.	350.00
Deutzia, Lemoine		Spirea Billardi	
2 to 2½ ft.	550.00	18 to 24 ins.	350.00
18 to 24 ins.	450.00	Spirea Froebeli	
Euonymus Radicans Erecta		2 to 2½ ft.	450.00
15 to 18 ins.	600.00	18 to 24 ins.	350.00
Hydrangea A.G.		Regel Privet	
18 to 24 ins.	450.00	2 to 3 ft.	450.00
12 to 18 ins.	250.00	18 to 24 ins.	350.00
		12 to 18 ins.	220.00

WRITE FOR QUOTATIONS ON QUALITY LOTS

*Refer to our January Trade List
for complete information*

*Quality Stock
Personal Service*
SINCE 1870

Phones 406 and 407

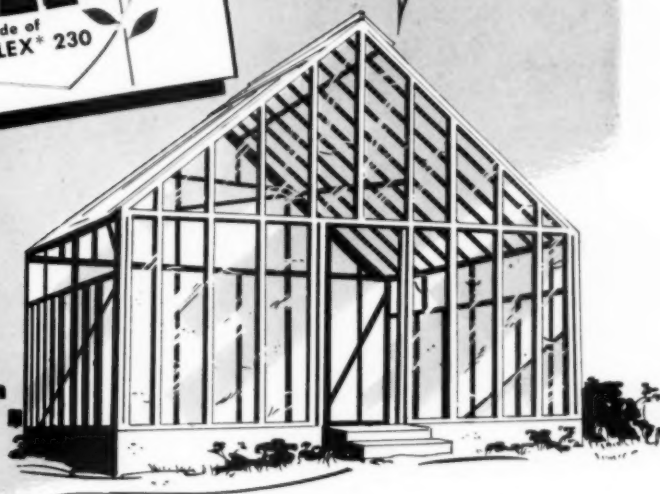
**The Shenandoah
Nurseries**

SHENANDOAH, IOWA

Something **NEW** under the Sun!

SISAL-GLAZE
Made of
POLYFLEX* 230

**Build better
greenhouses for less
than 1/4th the cost
of glass construction...
Grow better crops than
possible under glass!**



SISAL-GLAZE—What it is

Sisal-Glaze is *not* an ordinary plastic. It is an exciting new product for greenhouse and cold frame construction. Technically, Sisal-Glaze is a biaxially oriented styrene acrylonitrile copolymer.

With new Sisal-Glaze, the outdoor grower can now grow "under glass" economically. Greenhouse operators can expand production with marginal crops. Cold frames can be built inexpensively and used or sold. Yes, and it's more economical to build new Sisal-Glaze greenhouses than to re-glaze existing facilities.

Look at these advantages of SISAL-GLAZE over glass... and all other plastics:

1. Scientific tests indicate a *minimum life of ten years*.
2. Maximum ultraviolet and infrared transmission.
3. Better crops — compares with outdoor growth.
4. No "sunburn" after transplanting.
5. Better heat retention — great fuel savings.
6. No breakage — minimum maintenance.
7. Greatly reduces material and construction labor costs.
8. Does not sag or stretch.
9. Low construction cost means more growing acreage per dollar invested.

**Also . . . The Most Practical,
Low-Cost Product for
Cold Frame Construction**

- LIGHTWEIGHT
- EASY, SIMPLE TO BUILD
- PERMITS BETTER GROWTH
- LOW IN COST

Available in 5 and 10 mil. weights and widths of 36" and 42".

*T.M. PLAX CORP.

American SISALKRAFT Corporation

101 Park Avenue New York 17 205 W. Wacker Dr. Chicago 6 55 New Montgomery San Francisco 5

AMERICAN SISALKRAFT CORPORATION
Dept. AN-2, ATTLEBORO, MASS.

Please rush further information, supply source and sample of Sisal-Glaze

Name

Company

Address

City Zone State

HILL'S FLOWERING CRAB APPLES

In varieties of outstanding landscaping value.

Two-year Grafts

Sold in multiples of 10 only.

12 ins., XX, field	\$0.50
15 ins., XX, field	.55
18 ins., XX, field	.60
2 ft., XX, field	.65
3 ft., XX, field	.80
4 ft., XX, field	1.00
5 ft., XX, field	1.20

Be sure to state date and method of shipment desired.

Aldenhamsensis. Single. Red flowers. Purplish-red edible fruit. 18 ins., 2 ft., 3 ft.

Almey. Bright red flowers. 18 ins.

Dolgo. White flowers. Bright red fruit that can be used for jelly. 18 ins., 2 ft., 3 ft.

Floribunda. Early blooms of pink. Small, yellow fruit. 3 ft., 4 ft.

Hopa. Single. Purplish-red blooms. Orange or red fruit. 3 ft., 4 ft.

Katherine. Double, pink and white flowers. Red fruit. 3 ft.

Prunifolia Xanthocarpa. Single white and pink flowers. Green and red fruit. 2 ft., 3 ft.

Purpurea Eleyi. Early blooms of purplish-red. Purple foliage in summer. Red fruit. 3 ft., 4 ft., 5 ft.

Red Silver. Single, purplish-red flowers. Purple edible fruit. 18 ins., 2 ft., 3 ft.

Ringo. Pink flowers. Larger, dark green shiny foliage. Orange fruit. 18 ins., 2 ft., 3 ft.

Sargenti. Dwarf tree 6 to 8 ft. Late blooms of white. Dark red fruit. 12 ins., 15 ins., 18 ins.

HAVE YOU WRITTEN for your copy of *Plantainer Growing*? If not, take advantage of our free offer. Write today.

Hill Stock Farm, Inc.
Container Division
Dundee, Ill.

D. HILL NURSERY CO.

Evergreen Specialists

DUNDEE, ILL.

Largest Growers in America

Phone: HAZel 6-3451